Before the
INTERSTATE COMMERCE COMMISSION

Finance Docket No. 32760

UNION PACIFIC CORPORATION, UNION PACIFIC RAILROAD COMPANY
AND MISSOURI PACIFIC RAILROAD COMPANY
— CONTROL AND MERGER —
SOUTHERN PACIFIC RAIL CORPORATION,
SOUTHERN PACIFIC TRANSPORTATION COMPANY, ST. LOUIS
SOUTHWESTERN RAILWAY COMPANY, SPCSL CORP. AND THE
DENVER AND RIO GRANDE WESTERN RAILROAD COMPANY

RAILROAD MERGER APPLICATION

VOLUME 4, PART 5
STATEMENTS OF SHIPPERS, PUBLIC
OFFICIALS, AND OTHERS IN SUPPORT OF APPLICATION

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Novemer 30, 1995
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Natalie Shelbourn, Executive Director

Dean Schirf, Corporate Secretary

Rita L. Mullins, Mayor

Andy McCuistion, City Manager

Sam F. Cartwright, Executive Director

Ronald W. Wiebecha, Mayor

Peter J. Angstad, Mayor

F. G. Villines, III - County Judge

Kathi Gray, Executive Director

Bob Dahl, President

Jeff Griffin, Mayor

Frank M. Paris, Village President

Paul S. Oblock, Mayor

Mike Hill, President

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GOVERNORS AND OTHER PUBLIC OFFICIALS
Mr. Vernon Williams  
Secretary  
Interstate Commerce Commission  
12th and Constitution Avenue, N. W.  
Washington, D. C. 20423  

Re: Finance Docket No. 32760 -- Union Pacific Corp. et al -- Control and  
Merger -- Southern Pacific Rail Corp. et al.  

Dear Secretary Williams:

On behalf of the State of Arizona, I would like to convey my enthusiastic  
support for the proposed merger of the Union Pacific and Southern Pacific rail  
systems. The resulting UP/SP system would promote more effective competition in  
both service and cost with the recently merged Burlington Northern and Santa Fe  
railroads that also serve our state. A revitalized railroad system in central and  
southern Arizona is of great importance to our state’s economic development  
efforts in part because it would enhance our ability to trade with Mexico via the  
Nogales gateway.

With the merger of UP and SP, Arizona shippers would benefit from  
competitive single-line rail service for forest products and metal products originated  
by UP in the American Northwest and British Columbia. We also would welcome  
single-line service from grain producing areas in the Midwest and improved access  
to Texas, Louisiana, and Arkansas. Finally, the broad UP route structure would give  
Arizona shippers, now served by SP, shorter routes and faster schedules to major  
Mississippi River gateways including Chicago, East St. Louis, and Memphis.
The UP/SP merger would create a financially strong railroad with the capital resources to upgrade SP's Southern Corridor and its Tucumcari line in ways that improve the efficiency and quality of service for Arizona shippers. The merged companies would also be able to invest in new industrial development at locations in Arizona now served by SP. Perhaps most importantly, the merger would enhance the job security of Arizona's SP rail workers.

I strongly urge the Commission to promptly approve the proposed merger of Union Pacific and Southern Pacific. If there is any additional information I can provide, please contact my office.

Sincerely,

Fife Symington
GOVERNOR
STATE OF ARIZONA

COUNTY OF MARICOPA

J. Fife Symington, being first duly sworn, deposes and says that he has read the foregoing document, knows the facts asserted therein, and that the same are true as states.

J. Fife Symington

Subscribed and sworn before me, day of October , 1995.

Notary Public

My Commission Expires:

7/28/98

OFFICIAL SEAL
Lillian Rose Ploegsmoe
Notary Public-Arizona
Maricopa County
My Commission Expires 7/28/98
I, Jim Guy Tucker, am Governor of the State of Arkansas. I submit this verified statement to indicate my strong support for the proposed merger of the Union Pacific and Southern Pacific railroads.

The railroads are a vital industry for Arkansas. Many of our leading businesses rely heavily on rail transportation. Arkansas citizens have a strong interest in maintaining effective rail service in the State. At present, Union Pacific and Southern Pacific are the two most important rail carriers in Arkansas, providing service to a large percentage of the State’s shippers.

I support this merger because I believe it will ensure the continuation of effective rail service for the State of Arkansas. SP’s Chairman has questioned whether SP can survive, especially after the merger of the Burlington Northern and Santa Fe. I believe that the UP, with its financial and management strengths, can help to bring strong service to the Arkansas shippers served by the Southern Pacific-Cotton Belt line. The Cotton Belt is an
important part of the State's economy, and it must not be allowed to decline.

I understand that the proposed merger will bring many service benefits to Arkansas shippers. This includes more direct routes and single-line access to many points in the western United States, including customer locations on the West Coast and in the Southwest. This should result in improved service levels for Arkansas business, as well as improved equipment supply and reduced costs.

A UP/SP merger is also important because it will provide Arkansas shippers with a railroad that is able to compete on an equal footing with the BN/Santa Fe. Many Arkansas shippers have access only to the UP or SP, but they compete against companies served by the BN/Santa Fe, with its extensive route structure and high level of efficiency. In order to be competitive, Arkansas shippers need a rail carrier that can offer the same coverage of the western United States and the same efficient service levels. In addition, Arkansas shippers who now have access to the BN/Santa Fe should have a strong competitive alternative. I believe a combined UP/SP will supply that alternative.

I understand that where UP and SP are currently the only two railroads serving a community, they will ensure that another railroad is given access to the shippers in that community. This should provide additional competitive opportunities for Arkansas businesses.
I strongly support the merger of the Union Pacific and Southern Pacific as a step that will benefit the citizens of Arkansas. I urge the Commission to approve the merger promptly.

Jim Guy Tucker
VERIFICATION

STATE OF ARKANSAS )
COUNTY OF Pulaski ) SS.

Jim Guy Tucker, being first duly sworn, deposes and says that he has read the foregoing document, knows the facts asserted therein, and that the same are true as stated.

Jim Guy Tucker

SUBSCRIBED AND SWORN TO before me this ___ day of ___.

--- Signature ---

Notary Public

My Commission Expires: ___.
VERIFIED STATEMENT
OF

Philip E. Batt
Governor of Idaho

I, Philip E. Batt, am the Governor of the State of Idaho. I make this statement in regard to the proposed merger of the Union Pacific Railroad (UP) with Southern Pacific Lines (SP).

Many of Idaho's principal exports, including potatoes, sugarbeets, grain, minerals and timber, are shipped by rail or by a combination of truck and rail. For this reason, a strong rail system is vital to our state, its businesses and its consumers.

As a result, I support the UP/SP merger.

At the same time, I hope they would consider including us in the shared trackage agreement between UP/SP and Burlington Northern (BN)/Santa Fe (SF) which currently benefits Idaho's surrounding states. Such an addition would enhance in-state competition since BN and UP currently only compete for traffic in northern Idaho.

While increased competition statewide would be beneficial and desirable for Idaho, a combined UP and SP is beneficial on a regional basis, particularly in light of the BN/SF merger.

This proposed merger would allow UP's single line routes from its Canada gateway at Eastport to compete regionally with the combined BN/SF which offers single line service from its western Canada gateways to the Southwest and Mexico.

Idaho also has an interest in the continued viability and improvement in management of the SP. Through this merger, Idaho's shippers will be assured that the lines of the SP on which their customers are located will be better managed, financially sound, and competitive with the lines of the merged BN/SF railroads.
Idaho's shippers will benefit from more direct routes on the combined UP/SP railroads, including shorter routes to customers at points in Texas and California, and new single line service via the SP's routes in the southwest, Colorado and Oregon. Numerous markets in California will now be accessible on a single line. Although SP does not presently serve any points within the state of Idaho, many of our shippers depend on the SP to reach these destinations.

Our shippers also need more refrigerated railroad cars for our key exports, potatoes and onions. Combining UP’s and SP’s fleets will help make more such cars available.

For the aforementioned reasons, the State of Idaho supports the proposed merger of the UP and SP and we look forward to prompt approval by the Interstate Commerce Commission.

Philip E. Batt
Governor of Idaho

VERIFICATION

STATE OF IDAHO  )
    ) ss.
COUNTY OF Ada )

Philip E. Batt, being first duly sworn, deposes and says that he has read the foregoing document, knows the facts asserted therein, and that the same are true as stated.

Subscribed and sworn to before me this 2nd day of November, 1995

Joanne Reed
Notary Public

My Commission expires: 7/5/98
October 4, 1995

Vernon A. Williams, Secretary
Interstate Commerce Commission
12th Street and Constitution Ave., NW
Washington, D.C. 20425

Dear Mr. Secretary:

Having received substantial information concerning the proposed merger of Union Pacific and Southern Pacific railroads, I write to inform you of our support in principle for this merger.

We in Louisiana see substantial benefits to our shippers, our ports, and our highway system from improved service in every major corridor served by Union Pacific and Southern Pacific.

Furthermore, we understand that Union Pacific will negotiate agreements with other carriers to assure that competition continues in major markets.

Thank you for your attention to this matter.

Sincerely,

Edwin W. Edwards
September 22, 1995

Linda Morgan, Chairman
Interstate Commerce Commission
12th & Constitution Ave., NW
Washington, DC 20423

RE: Finance Docket No. 32760
Union Pacific--Control and Merger--Southern Pacific

Dear Chairman Morgan:

I want to formally lend my strong support to the proposed merger of the Union Pacific and Southern Pacific railroads. Union Pacific has had a major presence in Nebraska since its beginnings. We have found that UP has been responsive to the needs of the communities in which it operates as well as to the needs of its shippers. This proposed merger with Southern Pacific is good for Nebraska and for Nebraska's shippers and consumers.

Nebraska supported the Burlington Northern/Santa Fe merger because it appears likely to benefit Nebraska rail customers and consumers and to strengthen competition by allowing those railroads to provide improved service and to reduce costs. The same kinds of benefits would result from the merger of UP and the Southern Pacific. Indeed, such improvements are all the more important now, given that the merger of BN and Santa Fe will create a rail system nearly twice as large as either UP or Southern Pacific if they remained independent. By merging, UP and SP will be able to expand the services they offer to their shippers and be more competitive with BN/Santa Fe.

The UP/SP merger will directly benefit Nebraska shippers in a number of ways. Farmers and grain elevators will have single line service to many more grain buyers reached by SP's lines in the Pacific Southwest and western Mexico. Moreover, given the seasonality of grain demands, a combined UP/Southern Pacific will be able to improve equipment utilization by backhauling wheat from Southern Pacific points in covered hoppers used to move Nebraska feed grains to SP points in Arizona and Southern California. Improving the utilization of grain cars effectively increases the size of the grain fleet without the need to spend capital. Anything that improves the availability of cars to move grain is a positive development for Nebraska farmers.
In addition, Nebraska utilities and consumers will benefit from the new single line service for low sulfur coal from Colorado and Utah mines served by Southern Pacific. Nebraska businesses will also get improved access to suppliers and customers located on Southern Pacific lines in California.

Preserving UP as a railroad that is financially strong and fully the equal of BN/Santa Fe is also important to Nebraska's rail workers. The jobs of those workers will be more secure, and their future opportunities enhanced, if Union Pacific is allowed to meet the competitive challenge of the BN/Santa Fe merger by joining with Southern Pacific. It is important, therefore, that contractual obligations be met for workers who may be affected in the short run by dislocations resulting from the merger.

On behalf of the citizens of Nebraska, I urge you to consider the proposed merger of Union Pacific and Southern Pacific favorably and promptly.

Sincerely,

E. Benjamin Nelson
Governor

EBN: kmv
Mr. Vernon A. Williams, Secretary
Interstate Commerce Commission
12th and Constitution Avenues N.W.
Washington, D.C. 20423

Dear Mr. Williams:

On behalf of the State of New Mexico, I am pleased to lend my support to the proposed merger of the Union Pacific and Southern Pacific railway systems. The Interstate Commerce Commission's approval of that union will complement long-ranged efforts of the State of New Mexico relative to trade and international commerce.

The joining of the two transportation systems will help provide a direct single rail link for shippers on both sides of the international border to all points served by Union Pacific and Southern Pacific, including locations in California, the Pacific Northwest, and the Midwest. The merger application is a critical component of an overall concept presently being developed by New Mexico for a state-of-the-art international port of entry at Santa Teresa, New Mexico.

The Camino Real Intermodal Center will establish an entry point into Mexico for all area railroads and will be an ideal gateway for commerce moving along the north/south corridor between Canada and Mexico.

Negotiations are occurring between the State Highway and Transportation Department, the Republic of Mexico, trucking, and rail companies which include the Southern Pacific, Union Pacific, Ferrocarriles Nacionales de Mexico, as well as key Mexican and U.S. manufacturers including Ford, the Monsanto Corporation, and other maquiladora industry representatives.

Discussions are at a critical point and an efficient, competitive railway system connecting Mexican and United States shippers is key to the southwest becoming a major player in emerging international trade corridors. The Commission's approval of the merger before you will help strengthen each of the applicant railroads, which will in turn, complement our own efforts in participating in the global marketplace.

The North American Free Trade Agreement (NAFTA), and the Intermodal Surface Transportation Efficiency Act (ISTEA) have initiated innovative approaches to trade and commerce. New Mexico's efforts in bringing stakeholders together for the Camino Real Intermodal Port-of-Entry at Santa Teresa represent a continuance of that federal effort. Fundamental to such commercial endeavor will be a reliable rail transport system, incorporating advanced intermodal and customs processing for trucking and rail containerized shipments.
To summarize our support for this action, the State of New Mexico enthusiastically supports the Union Pacific/Southern Pacific merger on two levels; first, because a strong and competitive rail system will benefit existing and future shippers, and secondly, because reliable rail service between adjacent states and the Republic of Mexico will be fundamental to the success of the Camino Real Intermodal Port-of-Entry at Santa Teresa.

Sincerely,

Gary E. Johnson
Governor

GEJ:FSF:hal

xc: Pete Rahn, Secretary
    NM State Highway & Trans. Dept.
    NM Congressional Delegation
    Robert G. Thruston, President
    Southern Pacific Transportation Company
    Barry D. Michaels, General Manager
    Union Pacific Railroad
    Thomas P. Coleman, Market Manager
    Union Pacific Railroad
October 16, 1995

The Honorable Vernon A. Williams
Secretary
Interstate Commerce Commission
Twelfth Street and Constitution Avenue, N.W.
Room 2215
Washington, D.C. 20423

RE: Finance Docket No. 32760, Union Pacifíc Corp., et al.
Control & Merger - Southern Pacific Rail Corp., et al.

Dear Secretary Williams:

Based upon commitments from Union Pacific Railroad Chairman Dick Davidson, I am submitting this letter in conditional support of the proposed merger of Union Pacific and Southern Pacific railroad lines. The proposed merger should benefit the shippers of Wyoming and our economy. It should also strengthen competition in the railroad industry making Wyoming and other Western states’ products more available to existing markets and to enhanced North/South markets.

Union Pacific has long been a strong part of the Wyoming economy. I anticipate that the merger of Union Pacific and Southern Pacific may have even greater significance to our state. I am assured that additional traffic could be routed over the Union Pacific main line through Wyoming and that single-line service to new import and export markets is possible. Additional traffic creates the potential for new railroad jobs along the Union Pacific corridor through Southern Wyoming.

I expect to see more vigorous competition between our two major railroads in Wyoming and new opportunities to work with these competing railroads to assure fair and competitive rates for Wyoming shippers especially where direct competition is not yet available. I am particularly pleased with the commitment which Chairman Dick Davidson made to me concerning rates for shipping enhanced coal.

I will continue to demand that our seasonal needs for grain hopper cars and engines be met. I will also continue to collaborate with my neighboring Western Governors to insure that we are all well served by the proposed merger. Any support which the ICC can provide to assure competition in the West would be appreciated.

Based upon Union Pacific’s assurances, I would support the proposed merger of Union Pacific and Southern Pacific.

Sincerely,

Jim Geringer

cc: David Fischer
(Union Pacific Railroad Company
1416 Dodge St., Rm. 801
Omaha, NE 68179)
September 27, 1995

The Honorable Vernon A. Williams
Secretary, Interstate Commerce Commission
Twelfth Street and Constitution Avenue, N W
Room 2215
Washington, D.C. 20423

Dear Secretary Williams:

As a member of the California State Assembly I add my support to the proposed merger of The Union Pacific Railroad and the Southern Pacific Railroad.

The UP/SP merger will dramatically improve service and strengthen competition. I believe this will meet the competitive challenge presented by the BN/Santa Fe Railroad.

This merger provides many benefits for shippers including improved traffic considerations which will reduce delays and increase reliability.

The new merger’s routes will change the efficiency of railroad transport. The routes will be significantly shorter than UP’s or SP’s routes today in many important corridors including Chicago-Oakland, Dallas-Los Angeles, and Memphis-Los Angeles.

Thank you for your consideration of the proposed merger.

Sincerely,

DICK ACKERMAN
Assemblyman, 72nd District
The Honorable Vernon Williams  
Secretary, Interstate Commerce Commission  
Twelfth Street and Constitution Ave., N.W.  
Room 2217  
Washington, D.C. 20423


Dear Mr. Williams:

The proposed merger between Union Pacific Railroad and Southern Pacific Railroad will dramatically improve service, reduce costs, and strengthen competition.

Southern Pacific's customers have had to live with service problems and uncertainties about SP's financial stability. Incorporating the best routes, facilities and equipment of UP/SP will reduce costs and dramatically improve California's shipping service. The UP/SP merger will assure California's shippers the quality service and a financially strong railroad that can afford to continually improve its operations.

If this merger is successful it will create greater competition between UP/SP and Santa Fe for routes formerly dominated by Santa Fe Railroad. The net results of increased competition are lower costs and increased quality of service for consumers.

The UP/SP merger will reduce costs, improve service, and increase competition which is in the best interests of consumers, California, and the railroad industry.

Sincerely,

FRED AGUIAR

SEP 26 1995
The Honorable Vernon Williams  
Secretary, Interstate Commerce Commission  
Room 2215, Twelfth Street and Constitution Avenue N.W.  
Washington, DC, 20423

Dear Secretary Williams:

I am writing today to urge the Interstate Commerce Commission to give swift and sure approval of the application of the Southern Pacific and Union Pacific railroads to merge.

As the Assembly Member from the 5th District, I represent the area generally north and northeast of Sacramento. The Sacramento area is an important junction between the South Pacific and the Union Pacific. The SP’s East-West rail line stretches from Oakland through Sacramento, Roseville, and Reno, Nevada, intersecting its North-South rail line through Stockton, Sacramento, Roseville and then northward. The UP main line from Oakland runs through Stockton and Sacramento, and north into the Feather River Canyon on its way to Reno.

Key concerns here include jobs, like those at the Southern Pacific’s facility at Roseville, northeast of Sacramento, as well as the preservation of rail competition and the continuation of quality rail service to area business.

Merger of the UP and SP should join the financial strength of the Union Pacific Railroad with the facilities and personnel of the Southern Pacific Railroad. Long-term, that should be good for both railroads, for their employees, and for their customers.

The UPPR/SPRR merger will improve service and strengthen rail competition in our area. The UPPR and SPRR recently announced an agreement with the Burlington Northern/Santa Fe railroad which will ensure continued rail competition in California. The agreement allows the BN/SF Railroad to link its routes in Northern California with its routes in Central and Southern California by bridging the gap between Bieber and Stockton. It also will allow the BN/SF Railroad the opportunity to operate between Oakland/San Francisco and Denver through Sacramento.
Both provisions should ensure that the Sacramento/Roseville areas will remain a key rail crossroads in California.

The merger should provide other public benefits. The UPRR/SPRR plans to provide the first truck-competitive single-carrier rail service ever in the corridor between California and the Seattle/Tacoma area. The result should be to take trucks off of crowded I-5 which runs through Sacramento.

The importance of the Sacramento/Roseville area as a rail hub should increase as the two railroads work to combine and coordinate their operation, as the BN/SF Railroad begins to move freight through the area, and as the merged UPRR/SPRR moves more intermodal freight in the I-5 corridor. That increase in business should ensure that good paying railroad jobs remain in our community.

The SPRR serves many businesses in Northern California. The merger will allow the railroad to service and provide high-quality service to those businesses. Combining the best of the SPRR and the best of the UPRR should benefit customers of both railroads.

In summary, the proposed UPRR/SPRR merger appears to have substantial benefits. I urge your Commission to give its swift approval to the railroads' application.

Sincerely,

BARBARA ALBY
The Honorable Vernon A. Williams  
Secretary, Interstate Commerce Commission  
Twelfth Street and Constitution Avenue, N.W.  
Room 22f5  
Washington, D.C. 20423  

  -Control & Merger-Southern Pacific Rail Corp., et al.  

Dear Secretary Williams,

I am writing to urge your strongest consideration of the proposed merger between Union Pacific Railroad and Southern Pacific Railroad.

According to information supplied to me, this merger has the potential to be of great public benefit. The combined railroad will enable increased efficiency due to routing of like rail cargo on certain lines, and by reducing delays by increasing total capacity of the system. The merger will allow UP/SP to more effectively compete with other rail lines, specifically BN/Santa Fe. Additionally, California shippers are likely to realize significant benefit due to Southern Pacific’s already strong position in the California market combined with the increased opportunities the merger presents.

I believe these and other positive effects of a proposed merger merit full consideration by the Commission in its review of this application. Thank you for your time and consideration.

Sincerely,

[Signature]

ASSEMBLYWOMAN DEDE ALPERT  
78th District
October 12, 1995

The Honorable Vernon A. Williams, Secretary
Interstate Commerce Commission
Room 2215
Twelfth Street and Constitution Avenue, N.W.
Washington, DC 20423

—Control & Merger — Southern Pacific Rail Corp., et al.

Dear Secretary Williams:

As a former long time employee of the Southern Pacific, I would like to express my support for the merger of the Union Pacific and Southern Pacific railroads, as proposed in the Interstate Commerce Commission Finance Docket noted above.

The financial health of the Southern Pacific has been a continuing concern to policymakers here in California. Railroad shippers, employees, and suppliers all depend upon the health of the Southern Pacific, and all are affected by changes in the SP’s financial picture. SP senior managers have said publicity and candidly that the recent approval of the merger between the Burlington Northern and the Santa Fe railroads will create a much stronger competitor for the SP, putting the long-term viability of the SP in serious question.

The proposed merger with the Union Pacific Railroad, a financially strong company, should stabilize the finances of the SP and ensure the long-term viability and survival of the merged railroad. The merged UP/SP will be roughly the same size and competitive strength of the merged BN/SF, resulting in two healthy railroads that should compete head-to-head for rail freight in California.
Competition will be preserved and strengthened as a result of an agreement between the UP/SP and the BN/SF since it will provide BN/SF with trackage rights from Denver to the San Francisco Bay Area. The BN/SF will also gain the right to serve shippers in California now served by both the UP and SP, and who would otherwise be served by a single UP/SP railroad after the merger (in California, this includes shipper facilities in places like San Jose and Fremont). In short, the agreement will ensure that all California shippers who otherwise would have lost two-railroad competition as a result of the merger, will continue to be served by two railroads.

In light of the many benefits resulting from the proposed UP/SP merger, I would urge the Interstate Commerce Commission to give its swift approval to the merger proposal.

Sincerely,

Alfred E. Alquist

AEA: cmc
The Honorable Vernon A. Williams, Secretary
Interstate Commerce Commission
Twelfth Street and Constitution Avenue, NW
Room 2215
Washington, DC 20423

Dear Secretary Williams:

RE: FINANCE DOCKET NO. 32-60, UNION PACIFIC CORPORATION, ET AL. - CONTROL & MERGER - SOUTHERN PACIFIC RAIL CORPORATION, ET AL.

I wish to express my support for the proposed Union Pacific Railroad - Southern Pacific Railroad merger. The State of Wyoming has benefited by the presence of two major railroads. The proposed merger should strengthen rail competition in the railroad industry, making Wyoming products more available to new markets.

It is my understanding that the UP/SP merger will improve efficiency and justify increased investments to expand capacity and improve service. These efforts will benefit Wyoming's economy and rail employment, particularly in my community.

I urge your timely approval of the Union Pacific Railroad - Southern Pacific Railroad merger and would appreciate your consideration of this matter.

Yours very truly,

James L. Applegate, Esq.
Wyoming State Senator

JLA:jnh
xc: David Fischer
October 27, 1995

Honorable Vernon A. Williams
Secretary
Interstate Commerce Commission
Twelfth Street & Constitution Ave., N.W. Room 2215
Washington, D.C. 20423


Dear Mr. Williams:

This is to communicate my support for the merger application of the Union Pacific & Southern Pacific railroads which I believe will strengthen our rail transportation service in Louisiana.

I am aware of the announcement that the Union Pacific and Southern Pacific have concluded an arrangement, as a condition to the merger, that would grant the large Burlington Northern-Santa Fe Railroad rights to serve from New Orleans to Lake Charles in our Louisiana southern rail corridor. This will maintain a strong rail presence here for our rail users and offer some new opportunities for improved service.

New Orleans to California service will be improved as Union Pacific's lines east of Houston will be utilized and upgrading the Southern Pacific tracks west of El Paso will assure the strongest available route for shippers. It is expected that the New Orleans to St. Louis-Chicago rail corridor will be improved through greater coordination of rail terminals. Service opportunities will increase in the north-south traffic as shipments can move directly over Union Pacific routes rather than having to be routed over Southern Pacific's lines to Houston.
Honorable Vernor A. Williams

There are cost savings expected to Louisiana shippers as a result of reduced overhead, more efficient usage of equipment, rail facility consolidations and shorter routes. Additionally, it is anticipated that a new New Orleans-Dallas-Amarillo-Denver-Pacific Northwest service will be initiated linking the Port of New Orleans to those points and beyond. We expect that Louisiana service improvements and efficiencies will provide new marketing opportunities for our rail customers and increase their competitive positions with their products.

I urge your approval of the merger to obtain the benefits identified in this consolidation of these companies.

Sincerely,

Dennis R. Bagneris, Sr.
Senate President Pro Tem

DRB,sr:mpw
October 18, 1995

The Hon. Vernon A. Williams
Secretary
Interstate Commerce Commission
Twelfth Street and Constitution Ave., N.W.
Room 2215
Washington, D.C. 20423

Re: Finance Docket No. 32760, Union Pacific Corp., et. al. -- Control & Merger --
Southern Pacific Rail Corp., et. al.

Dear Mr. Williams:

The Houston area depends heavily on the availability of strong rail service for our local businesses. This letter is to advise the Commission of my view that the proposed merger of the Union Pacific and Southern Pacific railroads will serve Houston’s interests by strengthening rail service and improving competition.

Houston area shippers will enjoy improved service on many routes following a UP/SP merger. Many Houston area businesses ship to and from the West Coast. A UP/SP merger will allow shippers to use efficient combinations of lines to reach SP’s Southern corridor route. Current service on that route suffers from serious congestion and SP’s inability to devote the capital resources to upgrade the facilities on its lines. Following the merger, UP/SP plan to invest capital to expand capacity on the Southern corridor route. Coordination of rail movements and integration of terminal operations also will help relieve congestion. As a result, Houston shippers will gain an efficient alternative to the BN/Santa Fe route to Southern California.

Service for north-south traffic through Houston also should improve significantly as a result of the merger. To the north, service on the Memphis-St. Louis-Chicago corridor will be faster and more reliable due to the UP/SP plans for coordinating terminals, using alternative routes, and creating more run-through trains. Houston shippers also should gain more direct routes to Denver and the Pacific Northwest through use of a combination of UP and SP lines.
To the south, Houston shippers will have more flexible access to all Mexican gateways. Shippers currently served by SP will be able to take advantage of UP’s efficient border-crossing procedures, eliminating delays for Mexican traffic. In addition, BN/Santa Fe will gain access to the important Laredo gateway (through interchange with the Texas Mexican Railway at Corpus Christi) and the to Brownsville gateway.

We also expect better service for movements to the east, along the Gulf Coast toward New Orleans and other Louisiana points. SP shippers will be able to use UP’s line east of Lake Charles, La. Moreover, under an agreement with UP and SP, BN/Santa Fe will gain a new competitive route between Houston and New Orleans through trackage rights and purchase of much of SP’s mainline through Louisiana. BN/Santa Fe also will gain access to chemical plants at several points in the Houston area, including Baytown and Mont Belvieu. The agreement will allow BN/Santa Fe to provide an important new service alternative for Houston shippers on movements along the Gulf Coast and to and from the Southeast.

A merger of the UP and SP should improve equipment supply for our shippers due to the shorter routes and other operating efficiencies that will result from the merger. The combined UP/SP system will have more opportunities to reposition equipment and take advantage of backhaul and triangulation opportunities and different seasonal patterns of the UP and SP traffic. Yard consolidations should provide some additional storage-in-transit opportunities for chemical shippers.

The merger will not only preserve competition, but will increase it. The new operating rights for BN/Santa Fe ensure that points now served only by UP and SP will continue to receive service from two railroads. In addition, they provide Houston shippers with new competitive options for movements through Texas and Louisiana. With new BN/Santa Fe access to points in the Houston area, competition for chemicals and petrochemicals traffic will be strengthened. Moreover, a UP/SP merger will allow UP/SP to provide more effective competition with BN/Santa Fe than UP or SP could provide separately. Today, SP’s service problems and its financial constraints make it a particularly weak competitor. UP/SP and BN/Santa Fe will both be efficient carriers with extensive route systems, capable of providing a high level of service to Houston shippers. I expect that these two systems will be vigorous competitors. Houston also will continue to have service from other rail carriers, barge operators, and other transportation alternatives, including trucks.

The economy of Houston will benefit from the UP/SP merger. Improved service for our shippers and the availability of strong competitive transportation alternatives will help Houston retain its status as a key business hub, along with increasing employment opportunities in the area. This will benefit all Houston area citizens as well as the entire state of Texas.

In summary, the UP/SP merger should bring Houston area shippers many service benefits and new competitive options. I encourage the Commission to consider these benefits to Houston and to comment favorably on the merger.

Sincerely,

Kevin Bailey
State Representative
Mr. Vernon Williams, Secretary
Interstate Commerce Commission
12th and Constitution Avenue, N.W.
Washington, D.C. 20423

Re: Finance Docket No. 32760--Union Pacific Corp. et al.--Control and Merger--Southern Pacific Rail Corp. et al.

Dear Secretary Williams:

I am writing to urge you to support the merger between Southern Pacific and Union Pacific. In today’s highly competitive times we need to ensure that our various industries have a level playing field. By allowing this merger you will not only be helping the two companies to compete in a larger market of the railroad industry but you will be offering our businesses in Arizona more transportation options. These added options will result in dramatically improved service with greater speed, reliability, frequency of schedules and lower costs. All of this will enable Arizona to be part of a larger intermodal traffic system, which is crucial for Arizona’s continued economic growth. After the merger, Southern Pacific customers will have direct access to Las Vegas, Seattle and Minneapolis/St. Paul currently serviced by Union Pacific.

With this merger, heightened competition will result in new benefits to Arizona business. Competition is key to providing the best service at the lowest cost. A merger between UP/SP will provide a strong, new railroad capable of competing effectively with the BN/Santa Fe. Without another railroad to provide competition to BN/Santa Fe, a possible monopoly of service could be perpetuated, leaving some shippers no choice on cost and service.

I see this merger as a wonderful opportunity for the companies and citizens of Arizona. If there is anything I can do to assist you in this matter, please call.

Very truly yours,

J. ERNEST BAIRD
State Representative
Majority Leader

October 25, 1995
Representative Ernest J. Baird, being first duly sworn, deposes and says that he has read the foregoing document, knows the facts asserted therein, and that the same are true as stated.

Representative Ernest J. Baird

Subscribed and sworn before me this 2nd day of November 1995.

Tara S. Norris
Notary Public

My Commission Expires:

[Official Seal]

Tara S. Norris
Notary Public - State of Arizona
Maricopa County
October 31, 1995

Honorable Vernon A. Williams
Secretary
Interstate Commerce Commission
Twelfth Street and Constitution Avenue, N.W.
Room 2215
Washington, D.C. 20423

Dear Secretary Williams:

As Chairman of the Transportation Committee of the Oregon State Senate, I am writing to you to express my strong support for the pending merger between the Union Pacific and Southern Pacific Railroads. I urge your expeditious consideration and approval.

The State of Oregon is fortunate to be served by both carriers, as well as the Burlington Northern Santa Fe. Unfortunately, the Southern Pacific Railroad is financially weakened, to the point where reliable service has become impaired. This merger, if approved, will allow the financial strength of the Union Pacific Railroad to be used to rehabilitate the Southern Pacific system in Oregon and elsewhere, to the benefit of Oregon shippers.

This merger will also expand the market reach of Oregon shippers and receivers currently served by either the UP or the SP. New single-line service will include traffic between UP points in Oregon and SP points in the midwest, California, New Mexico and Arizona, SP and UP points and junctions in Texas and Louisiana, as well as SP points in Oregon and UP points and junctions in the intermountain region of Idaho, Wyoming, Montana, and Washington, the Midwest and Upper midwest, and Texas and Louisiana.

Oregon citizens and taxpayers stand to benefit directly as well, through congestion and air quality relief along the I-5 corridor as truck freight is diverted to rail. After approval of the merger, both UP/SP and BN/SF will, for the first time, have single-line routes between the States of Washington, Oregon, and California.

Finally, competition will be strengthened in all markets as a combined UP/SP will be able to compete more effectively in the marketplace with the recently-created BNSF, again to the ultimate benefit of Oregon shippers.
I strongly support prompt approval of the merger application.

Very truly yours,

Kenneth Lee Baker
State Senate Chair
of Transportation

KLB:sw
cc: Dave Fischer
September 22, 1995

Vernon A. Williams, Secretary
United States Interstate Commerce Commission
Twelfth Street and Constitution Avenue, N.W.
Washington, D.C. 20423

--Control & Merger-- Southern Pacific Rail Corporation, et al.

Dear Mr. Williams:

This letter is to support the proposed merger between the two referenced companies. There are several reasons for my support of such a proposal:

1. Combining the two lines will increase service and access to new markets that are not available to California businesses served only by Southern Pacific. After the merger, Southern Pacific customers will have direct access to Las Vegas, Seattle, and Minneapolis/St. Paul currently serviced by Union Pacific.

2. With this merger, competition will ensue between BP/Santa Fe and the newly formed UP/SP. Competition, as we both know, is key to providing the best service at the lowest cost. Only a merger between UP/SP will provide a railroad capable of competing with BP/Santa Fe. Without another railroad to provide competition to BP/Santa Fe, a possible monopoly of service could be perpetuated, leaving some shippers no choice on cost and service.

3. Southern Pacific has the most extensive shipper coverage in California. Because of SP's current financial situation and uncertain future, many shippers could be "stranded" without a carrier. A merger with UP will provide SP shippers a certain future that will be backed by UP's financial strength and capital. This merger is critical not only for Southern Pacific's future, but the California businesses who rely on SP to bring their products to market.

Thank you for the opportunity to present a few of my reasons for supporting this merger. Please contact me if you have any questions or comments concerning this letter.

Sincerely,

STEVE BALDWIN
Assemblyman, 77th District

Office of the Secretary
SEP 29 1995
Bill W. Balthis
State Representative - 79th District

September 20, 1995

Ms. Linda Morgan, Chairperson
Interstate Commerce Commission
12th Street and Constitution Avenue, NW
Washington, DC 20423

RE: Finance Docket 32760 - Union Pacific/Southern Pacific

Dear Chairperson Morgan:

As a member of the Illinois General Assembly, I, Bill Balthis, support the Union Pacific and Southern Pacific merger.

My reasons for supporting this acquisition are as follows:

There will be greatly improved service for both intermodal and carload traffic moving between California and the gateways of Chicago and St. Louis/East St. Louis.

Availability of alternative routings will provide UP/SP with flexibility to reroute traffic to improve service. For example, intermodal and automobile traffic moving between southern California and Chicago will be concentrated on UP’s Overland route. This will reduce delays, increase reliability and create new capacity for the merged system.

This is very important as Sauk Village is building a facility like this.

Sincerely,

Bill W. Balthis
State Representative

cc: Vernon A. Williams - Secretary ICC
    David Fischer, Director Government Affairs
    Union Pacific RR
    1416 Dodge Street, Rm 801
    Omaha, NE 68179
September 28, 1995

Union Pacific Railroad Company
Law Department Richard Hartman
2424 Pioneer Ave Suite 301
Cheyenne, Wy 82001

Dear Dick,

I do support the merger between the Union Pacific and the Southern Pacific railroads. I believe it will provide improvements to American shippers.

In the 21st century it will be vital for companies to contemplate mergers and corporate restructuring.

Very truly yours,

Ace M. Baty
Mr. Vernon Williams  
Secretary  
Interstate Commerce Commission  
12th and Constitution Avenue, N.W.  
Washington, D.C. 20423  

Re: Finance Director No. 32760—Union Pacific Corp. et al—Control and Merger—Southern Pacific  

Dear Secretary Williams:  

I am writing to urge you to support the merger between Southern Pacific and Union Pacific Railways. During my tenure as Chairman of the Arizona State Senate Transportation Committee, I have dealt and actively deal with transportation issues that affect the State of Arizona. Arizona business relies very heavily on its transportation infrastructure, and as a result our committee carefully reviews all transportation issues.  

Our business community depends upon their ability to transport goods fast, effectively, and as efficiently as possible. This merger would provide an increase in the number of routes available, faster time schedules, and therefore more shipping opportunities. The result will be stronger, more efficient railroads at a lower cost with increased competition in the rail business. The SP/UP line will also assist Arizona shippers greatly with the transportation issues relating to NAFTA.  

Again, I strongly urge approval of this proposed merger.  

If you should have any questions, please feel free to contact me at my office.  

Sincerely,  
Keith A. Bee  
Chairman, Senate Transportation Committee  
Arizona State Senate  

KAB:feu
STATE OF ARIZONA 

COUNTY OF MARICOPA

Senator Keith A. Bee, being first duly sworn, deposes and says that he has read the foregoing document, knows the facts asserted therein, and that the same are true as stated.

[Signature]

My commission Expires:

My Commission Expires Sep 30, 1996

Subscribed and sworn before me this 30th day of November, 1995.

Shirley R. Wheaton
Notary Public
Ms. Linda Morgan  
Chairperson  
Interstate Commerce Commission  
12th Street and Constitution Avenue, NW  
Washington, D.C. 20423

RE: Finance Docket 32760- Union Pacific/Southern Pacific

Dear Chairperson Morgan:

I strongly urge the Interstate Commerce Commission to approve the merger of the Union Pacific and Southern Pacific railways.

As an Illinois State Senator, I take a great interest in the economic vitality of the greater Chicago metropolitan area and the entire State of Illinois. The recent implementation of the North American Free Trade Agreement, the expansion of trade by the United States in the international market place and the enhanced global competition for products places a burden and an opportunity for Illinois’ businesses.

Illinois is the leading grain exporting state in the nation and a major manufacturing center. To continue this role, the State is dependent upon unlimited entry into international markets. The merger of the Union Pacific and Southern Pacific railways will provide the enhanced capability for Illinois farms and businesses to reach the global marketplace. With the combination of facilities, increased manpower and market access, the merger will further open Illinois’ markets to the world. I am confident the merger will bolster the economy of the State and the entire Midwest.
I appreciate the opportunity to lend my support to this crucial decision of the Commission. If I can provide any further assistance on this issue, please let me know.

Sincerely,

[Signature]

Senator Arthur Berman

cc: Vernon A. Williams
    Secretary to the ICC
    David Fischer
    Director of Government Affairs, Union Pacific Railroad
    1416 Dodge Street, Room 801
    Omaha, Nebraska 68179

s/com&ind/berupsp
STATE OF Illinois 
COUNTY OF Sangamon 

(NAME), being first duly sworn, deposes and says that he has read the foregoing document, knows the facts asserted therein, and that the same are true as stated.

(Subscribed and sworn to before me this _day of _ , 1995.

My Commission Expires: 8-2-97

Format to be used for affirmation (alternative to verification):

I, ______________, declare under penalty of perjury that the foregoing is true and correct. Further, I certify that I am qualified and authorized to file this verified statement. Executed on ______________.

(SIGNATURE)
September 18, 1995

The Honorable Vernon A. Williams
Secretary, Interstate Commerce Commission
Twelfth Street and Constitution Avenue, N.W.
Room 2215
Washington, D.C. 20423

Control & Merger -- Southern Pacific Rail Corporation, et al.

Dear Mr. Williams:

I would like to take this opportunity to voice my support for the proposed merger of Union Pacific Railroad and Southern Pacific Railroad.

Experience shows that two strong railroads with wide market reach provide intense competition. This has been proven in many important markets, such as Seattle/Tacoma, the Power River Basin and much of the eastern United States. Here, two rail systems -- BN/Santa Fe and UP/SP -- will provide stronger competition than three railroads, one of which is struggling.

Southern Pacific has by far the most extensive shipper coverage in California, and most of SP's California customers are exclusively served by SP. Customers have had to cope with service problems and uncertainties as to SP's finances. The UP/SP merger will provide SP shippers the assurance of top-quality service with a financially strong railroad that can afford the capital investments necessary to build new capacity, implement new technology, and continually improve its operations.

Together they will be able to provide a competitive single-carrier rail service between Seattle/Tacoma and both southern and northern California. Railroad providing interline service via Portland or other junctions have never been able to offer high-quality through service. UP/SP would be able to provide new shipping opportunities up and down the west Coast.
Furthermore, this merger will produce many advantages, not only to California shippers, but also receivers will enjoy extensive new single-line service in many corridors between California and other parts of the continental United States.

UP/SP will be able to challenge Santa Fe’s dominance of California-Chicago intermodal traffic for the first time. Vigorous competition in this market is crucial to California’s continued economic growth and to the nation’s domestic and international competitiveness.

I would most sincerely appreciate your favorable consideration of this merger.

Sincerely,

Paula L. Boland

PLB:cv
October 27, 1995

The Hon. Vernon Williams
Secretary, Interstate Commerce Commission
12th Street and Constitution Avenue, Room 2215
Washington, DC 20423

RE: Finance Docket No. 32760

Dear Secretary Williams:

I am writing in support of the proposed merger of the Union Pacific Railroad with the Southern Pacific Railroad.

Rail service is critical to California's economic vitality. As a result of other recent mergers, the rail market in California is on the verge of becoming uncompetitive. The UP/SP merger is vital if we are to allow smaller carriers to remain viable and competitive.

The benefits of increased competition that this merger will allow UP/SP to remain as a player in important markets such as the California-Chicago intermodal traffic and that between Seattle/Tacoma and Southern California. In addition, it will allow for greater speed of delivery, reliability and frequency of schedules as a result of increased streamlining. The result will be cost savings for rail shippers and draw increased investment for the future.

For these and other reasons, I strongly urge the Commission to approve this merger. Thank you in advance for your consideration.

Sincerely,

[Signature]

LARRY BOWLER
Vice-Chairman, Assembly Transportation Committee.

LB/5de
October 30, 1995

The Honorable Vernon A. Williams
Secretary, Interstate Commerce Commission
12th Street & Constitution Avenue, NW
Room 2215
Washington, D.C.  20423


Dear Mr. Williams:

This is to communicate my support for the merger application of the Union Pacific and Southern Pacific railroads which I believe will strengthen our rail transportation service in Louisiana, enhance the activity of the Port of New Orleans, and greatly aid efficiency of interstate commerce.

It is my understanding that, as a condition of the merger, Union Pacific and Southern Pacific will grant Burlington Northern-Santa Fe Railroad rights to serve from New Orleans to Lake Charles. This provides for a continued strong rail presence and offers new opportunities for improved service.

Both north-south and east-west rail traffic will be strengthened by this merger. Cost savings anticipated by Louisiana shippers will result from reduced overhead, more efficient use of equipment, rail facility consolidations and shorter routes.

For these and other benefits, I urge your approval of the consolidation of these two companies.

Sincerely yours,

Shirley D. Bowler
State Representative, District 78
The Honorable Vernon Williams  
Office of The Secretary of  
Interstate Commerce Commission  
Room 2215  
12th and Constitution N.W.  
Washington, D.C. 20423

Re: Union Pacific/Southern Pacific Merger

Dear Mr. Williams:

The Houston Texas area depends heavily on the availability of a strong rail service for local businesses. This letter is to acquaint the Commission with how I view the proposed merger of the Union Pacific and Southern Pacific Railroads that will serve the Houston area's interest, not only by strengthening rail service but also improving competition.

Many Houston area businesses, who ship to and from the west, the east, the north and the south will enjoy the improved service routes following the Union Pacific and Southern Pacific merger. This merger will preserve competition, and actually increase it.

There is no doubt, this merger will be better for the economy of Houston, both financially and for employment opportunities.

Therefore, I encourage the Commission to consider and weigh the benefits for the Houston area with this proposed merger of the Union Pacific and Southern Pacific railroads.

Thank you for your consideration of this request.

Sincerely,

Kevin Brady  
State Representative
October 25, 1995

The Honorable Vernon Williams  
Secretary, Interstate Commerce Commission  
Twelfth Street and Constitution Avenue., N.W.  
Room 2215  
Washington, D.C. 20423

Dear Secretary Williams:

The proposed merger of the Union Pacific Railroad with the Southern Pacific Railroad will be a great boom to the California economy. 

For California's economic recovery to be successful, it is imperative that California products are delivered to distant marketplaces in a timely, cost efficient manner. This possible merger can make that happen. The marriage of Union Pacific Railroad to Southern Pacific Railroad will ensure that two smaller railroads become strong and viable and remain competitive.

This action will serve to strengthen the State and the railroad industry. Railroad customers and California consumers will see reduced costs in produces, better service and a more competitive market.

This merger is important to California and your serious consideration is greatly appreciated.

Sincerely,

Marilyn C. Brewer  
Assemblywoman, 70th District  

MCB:sl
Honorable Vernon A. Williams
Secretary
Interstate Commerce Commission
Twelfth Street & Constitution Ave, NW
Room 2215
Washington, DC 20423

Re: Finance Docket #32760
Union Pacific Corporation, et al
Control & Merger
Southern Pacific Rail Corporation, et al

Dear Mr. Williams:

I am in full support of the proposed merger of the Union Pacific and Southern Pacific Railroads and urge your favorable action. The merger of these two companies will provide significant benefits to our south Louisiana region as it is expected to provide faster, more reliable rail service to many destinations for our shippers and open new markets for Louisiana products.

We are pleased that a merger related agreement with the larger Burlington Northern-Santa Fe railroad to serve this area will clearly strengthen the rail system here in south Louisiana which has suffered inconsistent service and other difficulties over past years. Our southern Louisiana rail customers will benefit from the efficient routes of the Union Pacific. Due to a shorter route, southern Louisiana shippers will have additional marketing opportunities to southern California through New Mexico and Arizona.

The merger should produce better equipment supply for our rail customers, as well as cost of transportation savings due to various operating efficiencies to be implemented by the companies involved with this merger. Access to Mexico will be improved due to the Union Pacific's strategic primary gateway to the Mexican interior at Laredo, Texas and our shippers
will benefit from the Union Pacific's expedited customs clearing process. Clearly, the rail transportation system here will benefit greatly from this railroad consolidation that is expected to significantly improve rail service dependability. Having financially successful carriers serving our area may present opportunities for economic expansion here and reliable service is likely to produce more competitive customers here for their products and their distribution.

I ask for your approval of the merger application due to the apparent benefits associated with the proposal.

Very truly yours,

Armand J. Brinkhaus

AJB:clb
cc: J. M. Kyle, III
412 North 4th Street, Suite 210
Baton Rouge, LA 70802
October 27, 1995

The Honorable Vernon Williams
Secretary, Interstate Commerce Commission
Twelfth Street and Constitution Ave., NW
Room 2215
Washington, DC  20423

RE: Finance Docket No. 32760

Dear Secretary Williams:

I am requesting the Interstate Commerce Commission's approval of the merger of the Union Pacific Railroad with the Southern Pacific Railroad.

This proposed merger will improve service, reduce costs, and strengthen competition - all necessary components for the success of a healthy economy. California business relies upon rail service to ship its products to outside markets. With the recent merger of Burlington Northern and Santa Fe, the California rail market faces the threat of becoming uncompetitive. The proposed merger of UP/SP alleviates this problem from the natural synergistic effect of any merger.

Further, combining the two railroads will allow for greater speed of delivery, reduction of overhead from facility consolidation, and improved equipment supply. If this merger is successful, it will create greater competition between UP/SP and Santa Fe for routes formerly dominated by Santa Fe Railroad. Obviously, when competition prevails, the consumer wins.

On behalf of the residents and businesses of California's 63rd Assembly District, I strongly urge your approval of the Union Pacific/Southern Pacific merger.

Sincerely,

James L. Brulte
Assemblyman - 63rd District
October 11, 1995

The Honorable Vernon A. Williams
Secretary
Interstate Commerce Commission
Twelfth Street and Constitution Avenue, N.W.
Room 2215
Washington, D. C. 20423


Dear Mr. Williams:

I am writing to express my support for the proposed merger of the Union Pacific and Southern Pacific railroads which is before you for consideration and I urge the Commission’s approval.

A major benefit in northern Louisiana and the central part of the state will be a new single line route across to southern California through New Mexico and Arizona opening up new markets for Louisiana products and for products to be consumed here. Shippers in other areas of the state not served by Union Pacific will gain new routes north to mid-western, upper mid-western, pacific northwest states and Canada. There is expected to be a dramatically improved equipment supply, more reliable service, cost savings in shorter more efficient routes and predictability in the ability to respond to rail customer needs. The Union Pacific brings capital resources to this combined rail system that Southern Pacific has been unable to generate and this financial strength will certainly improve the overall rail network.

A top quality rail service is expected throughout Louisiana as the best of both companies is utilized to coordinate operations and better serve the customers. This higher quality rail service will enable our Louisiana rail users to better compete in the market place with their own products and offers possibilities for economic expansion.

I believe this rail merger is in the public interest and should be approved. Union Pacific and Southern Pacific have also announced an arrangement to allow the large Burlington Northern-Santa Fe railroad to serve areas where only UP and SP currently serve. This will assure strong competition in those areas and
provide an upgraded operation, particularly where Southern Pacific service has deteriorated.

Thank you for consideration of these comments and support.

Sincerely,

Roy L. Brun

RLB:ced
October 18, 1995


Dear Mr. Williams:

This is to communicate my support for the merger application of the Union Pacific and Southern Pacific railroads which I believe will strengthen our rail transportation service in Louisiana.

I am aware of the announcement that the Union Pacific and Southern Pacific have concluded an arrangement, as a condition to the merger, that would grant the large Burlington Northern-Santa Fe Railroad right of ways to serve from New Orleans to Lake Charles in our Louisiana southern rail corridor. This will maintain a strong rail presence here for our rail users and offer some new opportunities for improved service.

New Orleans to California service will be improved as Union Pacific's lines east of Houston will be utilized and upgrading the Southern Pacific tracks west of El Paso will assure the strongest available route for shippers. It is expected that the New Orleans to St. Louis-Chicago rail corridor will be improved through greater coordination of rail terminals. Service opportunities will increase in north-south traffic as shipments can move directly over Union Pacific routes rather than having to be routed over Southern Pacific's lines to Houston.

There are cost savings to Louisiana shippers as a result of reduced overhead, more efficient usage of equipment, rail facility consolidations and shorter routes. Additionally, it is anticipated that a new New Orleans-Dallas-Amarillo-Denver-Pacific Northwest service will be initiated linking the Port of New Orleans to those points and beyond. We expect that Louisiana service improvements and efficiencies will provide new marketing opportunities for our rail customers and increase their competitive positions with their products.

I urge your approval of the merger to obtain the benefits identified in this consolidation of these two companies.

Sincerely,

Emile "Peppi" Bruneau

EPB/geg
Ms. Linda Morgan, Chairperson
Interstate Commerce Commission
12th Street and Constitution Avenue, N.W.
Washington, D.C. 20423

RE: Finance Docket 32760 - Union Pacific/Southern Pacific

Dear Chairperson Morgan:

As a member of the Illinois Senate, I would like to advise you that I support the Union Pacific and Southern Pacific merger.

The merger will open up opportunities for improved service and, over time, at a lower cost to shippers. The economic conditions prevailing at this time seem to favor consolidations in every industry. Anything that can be done to bolster the strength of our nation's rail systems will be a plus. We need a strong, viable and reliable rail system and the Union Pacific and Southern Pacific merger will do much to improve our nation's ability to compete world-wide.

I appreciate the chance to offer my thoughts to the Interstate Commerce Commission.

Sincerely,

Marty Butler

MB:md
October 5, 1995

The Honorable Vernon A. Williams
Secretary
Interstate Commerce Commission
Twelfth Street and Constitution Avenue, N.W.
Room 2215
Washington, DC 20423

RE: Finance Docket No. 32760, Union Pacific Corporation, et al-
Control & Merger- Southern Pacific Railroad Corporation., et al.

Dear Secretary Williams:

I am writing to ask your support and approval of the Union Pacific-Southern Pacific merger. The presence of two competing railroads in Wyoming has benefitted Wyoming consumers, producers, the state and local tax base, and the overall economy. The proposed merger will provide significant cost savings, from reduced overheads and use of the best systems of Union Pacific Railroad and Southern Pacific Railroad, will improve efficiency and justify increased investments to expand capacity and improve service, all benefitting the Wyoming economy.

As a means to improve rail service and strengthen competition, I strongly support this merger.

Sincerely,

Guy Cameron

CC: David Fischer
(Union Pacific Railroad Company
1416 Dodge St., Rm 801
Omaha, Nebraska 68179
October 13, 1995

The Honorable Vernon A. Williams  
Secretary of the Interstate Commerce Commission  
Room 2215  
Twelfth Street and Constitution Avenue, N.W.  
Washington, D.C. 20423

Re:  Finance Docket No. 32760, Union Pacific Corporation – Control and Merger with Southern Pacific Rail Corporation

Dear Secretary Williams:

I write to express my support for the proposed merger of the Union Pacific Railroad and Southern Pacific Railroad.

The merger of these entities should provide both railroads’ customers with improved rail service and allow the financially strapped Southern Pacific to survive and prosper. Furthermore, the UP/SP railroad will be one that can compete head-to-head with the newly merged Burlington Northern/Atchison, Topeka & Santa Fe Railroad.

Shippers in Contra Costa and Alameda Counties and throughout California will obtain improved service for various kinds of rail freight moving between California and key gateways to the East, including, Chicago, Kansas City, and St. Louis. For example, between Oakland and Chicago, the mileage savings and operating efficiencies of the merger will allow UP/SP to offer a new third-morning intermodal service, which neither UP nor SP can provide today. With this merger, Californians will gain faster, more reliable, and more frequent train service due to revised schedules.
In recent months, my Assembly District and the San Francisco Bay Area Region have suffered the losses of several major employers and base closures. If the UP or SP lines were to be driven out of business by the new Burlington/Atchison railroad, the ripple effect of the failure UP or SP could result in the loss of hundreds of jobs. I note that SP’s Chairman, Phil Anschutz, has said publicly that SP won’t survive long in the wake of the BN/At&SF merger. UP has the financial strength to carry both companies through.

In anticipation of the approval of this request for merger, UP/SP has negotiated with the BN/AT&SF Railroad for conditions to ensure that all shippers who would lose two-railroad competition are served by a second railroad. It clear to me that these negotiations are an indication of the desire of both railroads to provide and preserve service for California and shippers throughout the continental U.S. For my region, the preservation of these lines permits the integration of railroad service into the existing transportation infrastructure including the Port of Oakland and the Oakland International Airport, and the waterways adjacent to Antioch, Martinez, and Pittsburg.

I urge you and your fellow Commissioners to approve the merger of the Union Pacific and Southern Pacific Railroads. In my opinion, this merger would provide a myriad of public and private benefits. If you wish elaboration of my opinion on this issue, please feel free to contact me at (916) 445-7890.

Sincerely,

ROBERT J. CAMPBELL

RJC:mt
doc#21357
The Honorable Vernon A. Williams
Secretary, Interstate Commerce Commission
Twelfth Street and Constitution Avenue, N.W.
Room 2215
Washington, D.C. 20423

Dear Secretary Williams:

I am writing in support of the proposed merger by Union Pacific (UP) and Southern Pacific (SP) railroads [Finance Docket No. 32760]. The UP/SP merger will improve service for regional customers, and it will enhance competition within the industry.

Cost savings will result from the UP/SP union through reduced overheads, facility consolidations, and use of the best systems of each railroad. These savings will improve efficiency and justify increased investment to expand capacity and improve service, to the benefit of shippers. Shippers will also benefit from shorter shipping routes along major corridors and from extensive new single-line service. Southern Pacific has, by far, the most extensive shipper coverage in California; therefore, a merger with Union Pacific will provide SP shippers the assurance of top-quality service from a financially strong railroad, with resources to continually improve its operations.

A final factor to consider in the UP/SP merger is a strengthening of competition in all markets. Competition between the recently-formed BN/Santa Fe and a merged UP/SP in California transcontinental markets will be stronger than competition between BN/Santa Fe and UP and SP separately. An improved truck-competitive rail service will not only benefit the shipper, but travelers along California and interstate highways will benefit from a reduction in traffic volume.

Thank you for allowing me the opportunity to share my thoughts with you on this matter. I’d be grateful if you could review the Union Pacific/Southern Pacific merger and grant it every appropriate consideration consistent with the Commission’s regulations.

Sincerely,

Tom Campbell

Internet Address: senator.campbell@sen.ca.gov
October 19, 1995

The Honorable Vernon A. Williams
Secretary, Interstate Commerce Commission
Twelfth Street and Constitution Avenue, N.W.
Room 2215
Washington, D.C. 20423


Dear Secretary Williams:

I am writing in support of the proposed merger of the Union Pacific and Southern Pacific Railroads. My hometown of Dallas is an important rail hub in the State of Texas with the Union Pacific, Southern Pacific, Burlington Northern/Santa Fe, and Kansas City Southern all serving our city. It is my opinion that the Union Pacific/Southern Pacific merger will greatly benefit the residents and businesses in Dallas and the Dallas area.

The advantages of the Union Pacific/Southern Pacific merger include:

- a highly efficient single-line route through New Mexico, Arizona, and California for Dallas shippers;

- upgrades in the lines between Dallas and southern California which will offer shippers mileage savings and service improvements;

- less highway congestion due to reductions in truck traffic;

- improved connections to the Northeast and service to Memphis, St. Louis, and Chicago because of coordination of terminals and pre-block abilities; and

- increased access for Burlington Northern/Santa Fe and a direct route between Houston and New Orleans.
The Dallas business community has been concerned for several years about Southern Pacific's severe service problems due to limited track capacity, terminal congestion, and equipment shortages. The merger with Union Pacific will provide Southern Pacific with adequate resources to make the necessary capital investments to remedy these problems. As a result, the Union Pacific/Southern Pacific merger will insure improved service for Dallas shippers. I also believe that this merger will strengthen rail competition in the Dallas area.

In summary, I strongly support the proposed merger of Union Pacific and Southern Pacific and urge the Interstate Commerce Commission to approve such. If I can provide any additional information, please do not hesitate to contact me.

Sincerely,

[Signature]

John Carona

cc: Mr. Jerry Martin, Director
Transportation/Gas Utilities
Railroad Commission of Texas

JJC/mm
The Honorable Vernon A. Williams  
Secretary  
Interstate Commerce Commission  
Twelfth Street and Constitution Avenue, N.W.  
Room 2215  
Washington, D.C. 20423


Dear Mr. Williams,

The Union Pacific and Southern Pacific Railroads have submitted an application to merge the two companies and this letter is to express my support for the merger and to encourage your approval of the application. This merger is expected to build a stronger railroad that will offer faster transit times, more reliable service, shorter routes, improved equipment supply to customers, and new marketing opportunities.

Union Pacific served customers in this area will be able to take advantage of a faster, more efficient route to California opening up new opportunities for rail customers here and for sources of products in the western states that are consumed here. A direct route for our chemical products to New Mexico, Arizona and California will expand these markets. There is an improved route for our chemical customers to the Rocky Mountain area and connections to Western Canada and faster transit times to Chicago-St. Louis through New Orleans. It is expected that additional storage capacity will be available for plastic customers. Greater usage of Union Pacific's new rail facilities near Baton Rouge is expected to mean increased employment in Louisiana. Union Pacific served power plants will gain access to Colorado and Utah coal producers and to Union Pacific served barging facilities on the Mississippi River.

The various benefits of the merger will enable rail users to become more competitive and provide opportunities for an expanded market for products. Utilizing the best routes and terminals of both companies will provide a higher quality rail network for all rail users and should result in cost savings that make rail usage more attractive and competitive as a transportation mode.

Thank you for considering these views and your approval of the merger application is urged at the earliest opportunity.

Sincerely,

E. Bernard Carrier, Ph.D.  
Representative  
District 71
October 18, 1995

The Honorable Vernon A. Williams  
Secretary  
Interstate Commerce Commission  
Twelfth Street and Constitution Avenue, N.W.  
Room 2215  
Washington, D.C. 20423

Finance Docket No. 32760, Union Pacific Corporation, et al -- Control & Merger --  
Southern Pacific Rail Corporation, et al

Dear Mr. Williams:

The City of Fort Worth is a key rail hub in the State of Texas, with service from Union Pacific, Southern Pacific and Burlington Northern/Santa Fe, among others. A merger between the Union Pacific/Southern Pacific railroads would be of great benefit to the City and the businesses located in the Fort Worth area for several reasons.

The UP/SP merger will provide Fort Worth shippers with a highly efficient single-line route through New Mexico, Arizona and California which should result in mileage savings, service improvements and a reduction in truck traffic. I understand that following the merger UP/SP also plans to increase the level of service between Fort Worth and Denver. This expansion should provide an added boost to Fort Worth economy via additional employment opportunities.

A merger with UP would ensure that SP would have adequate financial resources to make necessary capital investments for relief of problems such as limited track capacity, equipment shortages and terminal congestion which have resulted in shipping delays.

Through this merger Fort Worth shippers will be given significant new service options and the advantage of stronger competition between railways. UP/SP will be effectively capable
of competing with the assets and large efficient route system created by the recent Burlington Northern/Santa Fe merger. Currently, there is no other railroad in this area capable of real competition to BN/Santa Fe. Having two strong competitors is better than having one large powerful rail carrier and two smaller carriers that are not able to provide an equal competitive alternative.

I encourage the Commission to express a favorable view regarding the proposed merger and to communicate that view to the federal authorities responsible for approving the merger.

Sincerely,

Bill G. Carter
State Representative
October 7, 1995

The Honorable Vernon A. Williams
Secretary
Interstate Commerce Commission
Twelfth Street and Constitution Avenue, NW
Room 2215
Washington, D.C. 20423

Re: Finance Docket No. 32760, UP and Southern Pacific Merger

Dear Secretary Williams,

I urge your prompt approval of the UP-Southern Pacific merger. I believe that the merger will be good for Wyoming and the Nation.

Thank you for your consideration.

Very truly yours,

[Signature]

OCT 16 1995
The Honorable Vernon A. Williams
Secretary
Interstate Commerce Commission
Twelfth Street and Constitution Avenue, N.W.
Room 2215
Washington, DC 20423

RE: Finance Docket No. 32760, Union Pacific Corp., et al.-
Control & Merger-Southern Pacific Rail Corp., et al.

Dear Secretary Williams:

The Union Pacific Railroad has a long and favorable history with the State of Wyoming. The results of the proposed merger will enhance and strengthen the competitiveness of Wyoming products. Direct routes to markets and import/export points that are not served by the Union Pacific Railroad will give Wyoming producers new opportunities and as a result, route more traffic onto Union Pacific's main line resulting in many positive secondary economic impacts.

Rail competition through the Western States will be stronger and more competitive. The recent comprehensive trackage agreement between Burlington Northern/Santa Fe Railroad and Union Pacific Railroad should provide fair competition to many important markets throughout the United States, Mexico, and Canada. The proposed merger will create the nation's largest and most diverse specialized hauling fleets. The combined impact of improved rail competition and improved rail services will enhance the economy of Wyoming.

I strongly urge your prompt approval of the proposed merger.

Sincerely,

Rich Cathcart

cc: David Fischer
(Union Pacific Railroad Company
1416 Dodge St., Rm. 801
Omaha, NE. 68170
October 13, 1995

The Honorable Vernon A. Williams, Secretary
Interstate Commerce Commission
Room 2215
Twelfth Street and Constitution Avenue, N.W.
Washington, D.C. 20423

RE: Finance Docket No. 32760, Union Pacific Corp. - Control and
Merger - Southern Pacific Rail Corp.

Dear Secretary Williams:

I serve as Co-Chair of the Assembly Transportation Committee and
am writing to urge the approval of the proposal to merge the Union
Pacific and Southern Pacific Railroads.

Railroads are extremely important to our state's economy with
Union Pacific and Southern Pacific crossing the northern part of
our state and Union Pacific having a long presence in the southern
part of our state which encompasses the area which I serve.

You are aware of the recent merger of the Burlington Northern
with the Atchison, Topeka & Santa Fe Railroads, thereby creating
the country's largest railroad. This combined strength will create
great pressure for Southern Pacific which is already in a precarious
financial position.

I agree with the owners of the S.P. that the merger will best serve
the employees, save assets and create the needed strength to compete
with B.N./A.T.S.F. Nevada shippers will be able to move goods via a
single railroad to points throughout California, the Pacific Northwest
as well as the Southwest and the Great Plains. Nevada sand producers
currently served by U.P., for example, will have service to glass
plants and foundries in California which are served by S.P., thus
creating better efficiency. U.P. & S.P. have committed to continue two
railroad service to shippers which currently use such service.

In conclusion, I feel that a stronger competition among Western
Railroads will serve our state's shippers and employees very well
through increased efficiency and long-term viability. I urge prompt
approval to this proposed merger.

With sincere interest,

Vonne S. Chowning, Assemblywoman, D. 28
October 27, 1995

Honorable Vernon A. Williams
Secretary
Interstate Commerce Commission
Twelfth Street & Constitution Ave. NW
Room 2215
Washington, DC 20423

Dear Secretary Williams:

As Speaker of the Oregon House of Representatives, I am writing to urge your prompt approval of the proposed merger between the Southern Pacific and Union Pacific Railroads.

Efficient, reliable rail service is essential to Oregon shippers, manufacturers, agricultural and forest product producers, and Oregon ports. Approval of the UP/SP merger will enhance service, reach new markets, strengthen competition and provide benefits to the public through congestion relief on the I-5 corridor.

Failure to approve the merger will leave Oregon’s SP and UP shippers at an economic disadvantage vis-à-vis shippers served by the recently-merged Burlington Northern Santa Fe, and will result in the continued deterioration of the financially strapped Southern Pacific.

I strongly urge your prompt consideration and approval of the proposed merger between the Southern Pacific and Union Pacific Railroads.

Sincerely,

Bev Clarno
Speaker of the House

BC/ps
California Legislature  
Assembly Committee on Utilities and Commerce  

MICKEY CONROY  
VICE-CHAIRMAN  
MEMBER OF THE ASSEMBLY  
SEVENTY-FIRST DISTRICT

September 26, 1995

Honorable Vernon A. Williams  
Secretary, Interstate Commerce Commission  
Twelfth Street and Constitution Ave., N.W.  
Room 2215  
Washington, D.C. 20423  

RE: Finance Docket No. 32760, Union Pacific and Southern Pacific Railroad Merger  

Dear Secretary Williams:

I am writing to express my strong support of the Union Pacific Railroad (UP) and Southern Pacific Railroad (SP) proposed merger of the two railroad companies. The merger will allow the companies to increase efficiencies, improve service, and strengthen competition.

Equipment supply and increased railroad track availability will dramatically improve operating efficiencies through greater speed, reliability and frequency of schedules. Additionally, the new systems routes will be significantly shorter than existing routes.

These improved efficiencies and services will benefit consumers and allow for more competition. In the wake of the BN/Santa Fe merger, UP/SP has to respond and meet the competitive challenge. The UP/SP merger will create a competitor that is fully the equal of BN/Santa Fe.

SP has the most extensive shipper coverage in California. SP customers have had to cope with service problems and uncertainties as to SP’s finances. The merger will provide SP shippers the assurance of top-quality service with a financially strong railroad that can continue to afford capital investments necessary to build capacity and improve its operations.

The merger is good for California and the railroad industry. I urge you to support the proposed UP/SP merger.

Sincerely,

Mickey Conroy  
Vice-Chair, Assembly Utilities and Commerce Committee
October 23, 1995

The Honorable Vernon A. Williams, Secretary
Interstate Commerce Commission
Room 2215
Twelfth Street and Constitution Ave., N.W.
Washington, DC 20423

Re: Finance Docket No. 32760, Union Pacific Corp., et al.
Control & Merger - Southern Pacific Rail Corp., et al.

Dear Secretary Williams:

I am writing in support of the proposed merger between Southern Pacific (SP) and Union Pacific (UP) corporations.

As the Assemblymember for the 23rd District, I represent approximately 375,000 San Jose residents. Rail corridors of SP and UP provide railroad access for the residents and businesses within the 23rd Assembly District. The strength and stability of these two corporations is paramount to the livelihood of this locale.

While UP is a financially secure corporation, the financial well being of SP is of concern to many. The recent approval of the merger between Burlington Northern (BN) and the Santa Fe (SF) railroads will provide even stronger competition for SP. The proposed SP/UP merger will provide needed security for SP’s future and an overall system which is capable of competing with the recently approved BN/SF rail system. As a result UP/SP and BN/SF will compete to provide more reliable, efficient rail service to all Californians.

I urge the Interstate Commerce Commission to approve proposed SP/UP merger. Please feel free to contact me if you have any further questions.

Sincerely,

DOMINIC L. CORTESE
Assemblyman, 23rd District
September 29, 1995

The Honorable Vernon Williams
Secretary, Interstate Commerce Commission
Twelfth Street and Constitution Avenue, N.W.
Room 2215
Washington, DC 20423

Dear Secretary Williams:

I am writing regarding the proposed merger between the Union Pacific Railroad (UP) and the Southern Pacific (SP) Railroad. I'm encouraged that this merger can not only improve the present service provided by the separate entities, but also strengthen competition.

Given the competitive changes posed by the Burlington Northern/Santa Fe alliance, the proposed merger could allow for real competition in the Chicago-California intermodal market for the first time. Such vigorous competition in this vital economic corridor can only result in improved service and price. This merger will create the largest railroad in California and the country.

The UP/SP merger will also likely improve service for California shippers by providing new shipping opportunities up and down the West Coast. I understand this merger could significantly reduce delays, increase reliability and improve efficiency between California and the national gateways. Best of all, the improved west coast rail corridor will create competition between trucking companies and rail - again with the potential of lowering transportation costs.

Please give the proposed merger every reasonable consideration. Thank you.

Sincerely,

JIM CUNNEEN
Assemblymember
24th District
October 17, 1995

The Honorable Vernon A. Williams
Secretary
Interstate Commerce Commission
Twelfth Street and Constitution Avenue, N.W.
Room 2215
Washington, D.C. 20423


Dear Mr. Williams:

The Union Pacific and Southern Pacific Railroads have submitted an application to merge the two companies and this letter is to express my support for the merger and to encourage your approval of the application. This merger is expected to build a stronger railroad that will offer faster transit times, more reliable service, shorter routes, improved equipment supply to customers and new marketing opportunities.

Union Pacific served customers in this area will be able to take advantage of a faster, more efficient route to California opening up new opportunities for rail customers here and for sources of products in the western states that are consumed here. A direct route for our chemical products to New Mexico, Arizona and California will expand those markets. There is an improved route for our chemical customers to the Rocky Mountain area and connections to Western Canada and faster transit times to Chicago-St. Louis through New Orleans. It is expected that additional storage capacity will be available for plastic customers. Greater usage of Union Pacific’s new rail facilities near Baton Rouge is expected to mean increased employment in Louisiana. Union Pacific served power plants will gain access to Colorado and Utah coal producers and to Union Pacific served barge facilities on the Mississippi River.
The various benefits of the merger will enable rail users to become more competitive and provide opportunities for an expanded market for products. Utilizing the best routes and terminals of both companies will provide a higher quality rail network for all rail users and should result in cost savings that make rail usage more attractive and competitive as a transportation mode.

Thank you for considering these views and your approval of the merger application is urged at the earliest opportunity.

Sincerely,

[Signature]

Jay Bardenne

JD:pl
October 31, 1995

The Honorable Vernon A. Williams, Secretary
Interstate Commerce Commission
Twelfth Street and Constitution Avenue, NW
Room 2215
Washington, D.C. 20423

R.E: Finance Docket No. 32760, Union Pacific Corporation, et al
Control & Merger - Southern Pacific Railroad Corporation, et al.

Dear Secretary Williams:

I am writing in support of the proposed Union Pacific Railroad - Southern Pacific Railroad merger. My home county (Albany County) has had a long and prosperous history with the Union Pacific Railroad. The proposed merger should strengthen that history and provide improved opportunities for Wyoming producers.

The Union Pacific-Southern Pacific merger will expand capacity and improve service. These efforts will directly benefit Wyoming's growth and economy.

I urge your approval of the Union Pacific Railroad - Southern Pacific Railroad merger. I appreciate your time and consideration concerning this issue.

Sincerely,

Karen H. Devos
Wyoming State Representative

cc: David Fischer
Union Pacific Railroad Company
1416 Dodge Street, Room 801
Omaha, NE 68179
Honorable Vernon A. Williams, Secretary
Interstate Commerce Commission
Room 1324
12th Street & Constitution Avenue, N.W.
Washington, DC 20423

Dear Mr. Williams:

This letter is submitted to indicate my strong support for the proposed merger of the Union Pacific and Southern Pacific railroads.

The Union Pacific and Southern Pacific have been the two key rail carriers in Arkansas. At present, Union Pacific and Southern Pacific provide service to a large percentage of the states' shippers.

Arkansas citizens have a strong interest in maintaining effective rail service in the state. I support this merger because I believe it will ensure the continuation of effective rail service for the state of Arkansas.

There are significant concerns over the ability of Southern Pacific to continue service, since the merger of Burlington Northern and Santa Fe. I believe Union Pacific with its financial and management strength can help to ensure good service to the Arkansas shippers served by the Southern Pacific-Cotton Belt line. The Cotton Belt is an important part of the Fourth Congressional District economy and must not be allowed to decline.

A UP/SP merger will also allow Arkansas shippers access to a qualified competitors, via trackage rights negotiated with BN/Santa Fe. It is my understanding that where UP and SP are currently the only railroads serving a community, UP's agreement with Burlington Northern and Santa Fe will give Arkansas shippers access to another carrier.

The merger of UP/SP is in Arkansas' best interest; I urge the Commission to approve it promptly.

Sincerely yours,

Jay Dickey
October 10, 1995

The Honorable Vernon A. Williams, Secretary
Interstate Commerce Commission
Twelfth Street and Constitution Avenue, N.W.
Room 2215
Washington, D.C. 20423

RE: Finance Docket No. 32760 Union Pacific
Corporation, et al - Control & Merger -
Southern Pacific Rail Corporation, et al

Dear Mr. Williams:

This letter is written to express my support for the proposed
merger of the Union Pacific Railroad and the Southern Pacific and
request your approval of their application.

The combined strengths of these two companies will create a
more efficient rail network and offer rail users a strong competi-
tive transportation system.

Louisiana shippers will find new markets in western states
with single line service from our state to Southern California.
Certainly, the merger will allow for more efficient use of capital
and equipment which undoubtedly will provide better service in
meeting customer needs.

Major cost savings will enable the companies to expand
services to rail users that will contribute to a more competitive
market place and position Louisiana companies to take advantage of
the new opportunities offered.

I believe the merger is in the best interest of our state and
hope you will grant the application speedy approval.

Sincerely yours,

Jim Dimos

JND/rnp

icc.ltr
STATE OF LOUISIANA
PARISH OF OUACHITA

JIMMY N. DIMOS, being first duly sworn, deposes and says that he has read the foregoing document, knows the facts asserted therein, and that the same are true as stated.

SUBSCRIBED AND SWORN TO before me this 10th day of October, 1995.

MY COMMISSION EXPIRES:

Lifetime
September 26, 1995

The Honorable Vernon A. Williams  
Secretary, Interstate Commerce Commission  
Twelfth Street and Constitution Avenue, N.W.  
Room 2215  
Washington, D.C. 20423

Subject: Finance Docket No. 32760  
Proposed Merger Between the Union Pacific and Southern Pacific Railroads

Dear Secretary Williams:

I am writing to express my support for the proposed merger of the Union Pacific and the Southern Pacific Railroads.

I am the Co-Speaker of the Nevada Assembly and the Assembly Member representing Lyon and Storey Counties and part of Carson City in Western Nevada.

A merger between the Union Pacific and the Southern Pacific would bring the financial strength of the Union Pacific together with the routes of the Southern Pacific. That is important because the SP’s Phil Anschutz has said publicly that his railroad cannot survive long with the recent merger of the Burlington Northern and Atchison, Topeka & Santa Fe railroads. Survival of the SP, as part of the Union Pacific, is crucial to the employees and customers of the Southern Pacific. Merging the two railroads will ensure the financial strength needed to invest in the future.

A merger would also provide Nevada businesses with improved rail service, since facilities located on the UP and SP would have single-railroad service to points now located on the other railroad’s system. For example, businesses with facilities on the UP in Western Nevada will have single-railroad service to facilities in Northern and Central California. Businesses in Western Nevada would for the first time, have single-railroad service as far North as Seattle and Spokane, Washington.

For all these reasons, I believe that a merger between the Union Pacific and Southern Pacific Railroads would be in the public interest, in the interest of the employees of the two Railroads, and in the interest of railroad customers, and I would like to urge your support for their merger proposal.

Sincerely,

Joseph E. Dini Jr.  
Co-Speaker

cc: Larry Bennett  
Joe Guild  
Wayne Horiuchi
September 25, 1995

Ms. Linda Morgan  
Chairperson  
Interstate Commerce Commission  
12th Street and Constitution Ave., NW  
Washington, DC 20423

Re: Finance Docket 32760 - Union Pacific/Southern Pacific

Dear Chairperson Morgan:

The purpose of this letter is to formally advise you that I support the Union Pacific and Southern Pacific Merger.

I firmly believe that this measure will drive the competition levels in this industry to new highs—ultimately benefiting the consumer.

Additionally, this partnership will improve the consumers ability to select shorter and more economical routes of passage. Also, the public will realize a greater availability of alternative routings. The re-routings will reduce delays, increase reliability, and create new capacity for the merged system.

I am pleased to endorse this proposal and look forward to the I.C.C.'s approval.

Sincerely,

JAMES B. DURKIN  
State Representative

cc: Tom Zapler, Chicago and Northwestern Railway Company
Dear Mr. Williams:

I write this letter to encourage the Interstate Commerce Commission to approve the application for merger of The Union Pacific and Southern Pacific Railroads.

I believe the combination of these two railroads which serve Louisiana can produce improved rail service to Louisiana customers and enhance transportation competition. I understand Louisiana rail users will be able to utilize a great new through route to California, not previously available to the many Union Pacific customers here and that new marketing opportunities in other western states such as New Mexico and Arizona will be available to our states' shippers. Many Southern Pacific shippers will now have access to Union Pacific's single line routes to the Upper Midwest and Intermountain area.

It appears the merger will produce major cost savings, thus improving efficiency and expanding service to customers. More reliable rail service will assist rail users in meeting their competitive challenges, often from foreign competitors. It is also likely that Union Pacific's capital resources can be applied to many Southern Pacific rail segments to build new capacity with new technology. This seems like a "win," "win" situation for Louisiana.

I urge your approval of the application.

Sincerely,

Noble Ellington
District 20

NE: baa
enclosures
Interstate Commerce Commission
12th Street and Constitution Avenue, NW
Washington, DC 20423
Attn: Ms. Linda Morgan
Chairperson

Re: Finance Docket 32760 (Union Pacific/Southern Pacific)

Dear Ms. Morgan:

As an Illinois State Senator and Chairman of the Illinois State Senate Transportation Committee I strongly support the merger of the Union Pacific and Southern Pacific railroads.

It is obvious that a unified system will be stronger financially, relieving pressure on the Southern Pacific caused by the BN/Santa Fe merger and protecting SP shareholders as well as taxpayers.

In addition, a UP/SP merger can be expected to promote operating efficiencies on the unified line and reduce costs to the new entity which will ultimately benefit our own Illinois shippers and receivers.

Furthermore, a new UP/SP combination will find it possible to compete with the Burlington Northern/Santa Fe line in the California-Chicago intermodal traffic market for the first time, applying pressure to further reduce shipping costs in the Midwest.

On the basis of more competition, increased efficiency, and the potential of reduced freight rates and better service for the citizens of Illinois, I am urging the ICC to respond to the UP/SP merger request in a positive manner.

Sincerely,

Beverly Fawell

cc. Vernon A. Williams
Secretary, ICC

Thomas A. Zapler
Chicago and Northwestern Transportation Company

18 September 1995
October 3, 1995

Honorable Vernnon Williams
Secretary, Interstate Commerce Commission
Twelfth Street and Constitution Avenue, N.W.
Room 2215, Washington, DC 20423

Re: Finance Docket No. 32700
Union Pacific Corporation, et al. - Control & Merger
Southern Pacific Rail Corp., et al.

Dear Mr. Williams:

I am writing in support of the Union Pacific/Southern Pacific merger, which I believe will lead to improved services and new shipping opportunities for California shippers. I urge your support of this merger.

This merger will enable UP/SP to compete effectively against BN/Santa Fe. Transcontinental carload shippers will see improved service in the form of greater dependability and frequency of schedules. There will be a new third-morning intermodal service between Oakland and Chicago, a service the two companies could not offer independently.

Currently, SP has the most extensive shipper coverage in the state, however, questions about its finances and ability to consistently meet the needs of its customers persist. Without the merger, SP’s situation would further deteriorate against the competition of BN/Santa Fe. By approving the merger, the Interstate Commerce Commission will ensure that the marketplace is competitive and UP/SP can meet the challenge put forth by BN/Santa Fe.

I urge your support of this merger.

Respectfully,

LIZ FIGUEROA
Assemblymember, 20th District
6 October, 1995

The Honorable Vernon A. Williams  
Secretary, Interstate Commerce Commission  
Twelfth Street and Constitution Avenue, N. W.  
Room 2215  
Washington D. C. 20423

Dear Secretary Williams,

This letter is to add my support to those who urge approval of the Union Pacific and Southern Pacific Railroad companies.

I have experience in the tire business here and overseas as well as the wine business. Transportation is crucial to my business and in my family background.

You have been sent numerous lengthy letters containing many reasons for this merger. I have also studied this background information and concluded that the merger would be in the best interests of our state and country.

I hope you will reach the same conclusion because healthy rail transportation is so critical to the future.

Thank you for your consideration.

Best regards,

Brooks Firestone  
Assembly Member, 35th District
September 21, 1995

Ms. Linda Morgan
Chairperson
Interstate Commerce Commission
12th Street and Constitution Avenue, NW
Washington, D.C. 20423

RE: Finance Docket 32760 - Union Pacific/Southern Pacific

Dear Chairperson Morgan:

I am writing to express my support of the Union Pacific and Southern Pacific merger. I believe that the merger will improve service for Illinois shippers, promote competition and ensure the availability of high quality shipping in Illinois and elsewhere throughout the country.

Thank you for your consideration.

Very truly yours,

Peter G. Fitzgerald

cc: Vernon A. Williams,
Secretary ICC

David Fischer, Director of Government Affairs,
Union Pacific Railroad
November 5, 1995

Mr. Vernon A. Williams
Secretary
Interstate Commerce Commission
12th and Constitution Avenue, N.W.
Washington, D.C. 20423

RE: Union Pacific/Southern Pacific Merger

Dear Secretary Williams:

As a State Legislator, I am pleased to lend my support to the proposed merger of the Union Pacific (UP) and Southern Pacific (SP) railway systems. The operation of the railroad is very important to our community in general, in that substantial copper production must be shipped out by rail. I feel this merger will significantly strengthen the rail system serving our community and the entire State of New Mexico.

Joining the two systems will provide a direct single rail link for SP shippers in New Mexico to all points served additionally by UP. SP shippers in New Mexico will receive shorter routes and faster schedules in addition to the extensive new single line service. We understand that this merger, when approved, will up SP on a much stronger competitive footing with the newly merged Burlington Northern and Santa Fe railway systems, which also serve our State.

The proposed merger with UP is also necessary to help SP overcome its current service problems and the continuing uncertainties as to SP's finances in general. The UP/SP merger will provide SP shippers the assurance of top quality service with a financially strong railroad that can afford the capital investments necessary to build new capacity, and provide efficient, competitive rail service to the benefit of our citizens generally and the entire economy of New Mexico.

Sincerely,

Thomas P. Foy
House of Representatives
Honorable Vernon A. Williams, Secretary  
Interstate Commerce Commission  
Twelfth Street and Constitution Avenue, N.W.  
Room 2215  
Washington, DC 20423


Dear Mr. Williams:

I, Evan Frasure, am a member of the Senate, representing Bannock County in the Idaho legislature. I am Chairman of the Senate Transportation Committee. The jurisdiction of the committee includes rail transportation in the State of Idaho.

I support the proposed merger of the Union Pacific Railroad and the Southern Pacific Lines. The merger of the UP and SP will enhance rail competition, strengthen the Idaho transportation system and help fulfill the potential for increased economic development within the State of Idaho.

In particular, this merger will provide faster, more direct and new single-line routes for many of the areas that trade by rail with Idaho. For example, eastern and northern Idaho will obtain much shorter single-line routes to many points in California and Oregon. In addition there will be a new single-line route for the Eastport, Idaho gateway to Mexico and to SP-served points in California, Arizona and Texas, as well as new single-line service from all UP-served points in Idaho to numerous points now served only by SP in Colorado, New Mexico, Louisiana, and the Midwest. Both shippers and receivers in Idaho will benefit from this streamlining.

Also important is the fact that merger will enable UP to provide a ready supply of railcars, particularly the refrigerated equipment that Idaho shippers need. By making use of backhaul opportunities and taking the best advantage of seasonal patterns, the UP could provide more reefer cars for Idaho potatoes, for example, without any corresponding increase in its fleet and the cost that would entail. In addition, more capital investment for expanded capacity would be possible with the additional cost savings from combining the operations of the two railroads.

A merged UP/SP will strengthen competition with the now-merged BN/Santa Fe and its new single-line routes. It is important to Idaho that UP/SP be permitted to compete by merging because of the benefits outlined above, and so that the UP will remain a financially strong match for BN/Santa Fe in Idaho.

For these reasons, the undersigned fully supports the merger and urges the Interstate Commerce Commission to approve the merger promptly.

Date

Evan Frasure
New Mexico State Senate

Senator Mary Jane M. Garcia
D-Dona Ana-36

November 9, 1995

Mr. Vernon A. Williams
Secretary
Interstate Commerce Commission
12th and Constitution Avenue, N. W.
Washington, D. C. 20423

Dear Secretary Williams:

I am a State Senator here in New Mexico and the Southern Pacific Lines (SP) tracks traverse my District. I am writing to lend my support to the merger of SP and Union Pacific Railroad. I feel that this merger will go a long way to strengthen the SP rail system serving the State and produce significant benefits for both New Mexico shippers and consumers alike.

Joining the two systems will provide a direct single rail link for SP shippers in New Mexico to all points served by UP, but currently not SP. I also feel it will improve our trade possibilities between the US and Mexico under NAFTA. In addition SP shippers in New Mexico will receive shorter routes and faster schedules in addition to the extensive new single line service. This will put SP on a much stronger competitive footing in light of Burlington Northern and Santa Fe railway systems which are now merged.

I am convinced that the UP/SP merger will provide SP shippers the assurance of top quality service with a financially strong railroad that can afford the capital investments necessary to build new capacity and implement new technology.

In conclusion, I am pleased to give full support to the UP/SP merger.

Very truly yours,

Mary Jane Garcia

Senator Mary Jane Garcia
Box 22, Dona Ana, NM 88032
September 29, 1995

Ms. Linda Morgan
Chairperson
Interstate Commerce Commission
12th Street and Constitution Avenue, NW
Washington, DC 20423

RE: Finance Docket 32760 - Union Pacific/Southern Pacific

Dear Chairperson Morgan:

My name is Calvin L. Giles and I am a member of the Illinois General Assembly.

The purpose of this letter is to formally advise you that I support the Union Pacific and Southern Pacific merger.

My reason for supporting this acquisition is as follows: Key service improvements for Illinois shippers, more direct and reliable single-line service in numerous markets, reduced transit times, reduced delays, terminal improvements, new market opportunities, increased competition, and stronger customer service support benefits.

Sincerely,

Calvin L. Giles
8th District
State Representative

cc: Vernon A. Williams
Secretary ICC

David Fischer
Director Government Affairs
Union Pacific Railroad
1416 Dodge Street, Rm. 801
Omaha, NE 68179
October 26, 1995

The Honorable Vernon A. Williams
Secretary, Interstate Commerce Commission
12th Street and Constitution Avenue, N.W.
Room 2215
Washington, D.C. 20423


Dear Secretary Williams:

As a member of the Utah House of Representatives representing District 29, Salt Lake City, Utah, I am writing to strongly urge support and prompt approval for the proposed merger between Union Pacific Railroad Company and Southern Pacific Transportation Company.

Union Pacific has had a long and rich history intertwined with the State of Utah since completion of the first transcontinental railroad commemorated by the driving of the golden spike in 1869 at Promontory Point, Utah. Southern Pacific, which now includes the Denver and Rio Grande Western Railroad Company, has also provided rail services in the State of Utah. Nevertheless, the recent merger of the Burlington Northern and Santa Fe Railroads has raised serious concerns regarding Southern Pacific's long-term economic viability as a competitive rail line. The UP/SP merger will assure that Utah shippers continue to have access to high quality rail service in the State.

In addition, Union Pacific's negotiated track agreement with BN/SF will assure maintenance of rail competition in Utah corridors presently served by Union Pacific and Southern Pacific. This trackage agreement eliminates concerns that shippers may be held captive to rates dictated by only one railroad.

In summary, the proposed UP/SP merger will dramatically improve rail services within the State of Utah. Competition will be strengthened with entry of BN/SF to serve Utah.
The Honorable Vernon A. Williams  
October 26, 1995  
Page 2

points now jointly served by UP and SP. Future concerns regarding SP service, finances and capital constraints will be overcome, and SP customers will have the assurance of long-term, top-quality service from a financially strong railroad. I urge your approval of the proposed merger.

Sincerely,

[Signature]

Brent H. Goodfellow  
3620 South 6000 West  
West Valley City, UT 84120  
Utah House of Representatives  
District 29 - Salt Lake
October 20, 1995

The Honorable Vernon A. Williams, Secretary
Interstate Commerce Commission
Twelfth Street and Constitution Avenue, N.W.
Room 2215
Washington, D. C. 20423


Dear Mr. Williams:

I have recently been made aware of the proposed merger of Union Pacific Corporation and Southern Pacific Rail Corporation. I strongly support the proposal and appreciate the increased advantages to this area and to the people served by the rail system. Texas shippers now served by Union Pacific only, will secure a single-line route across the southern corridor to California and new single line routes to other points through the Southern Pacific system.

This transaction will deliver major benefits for customers. The combined system will be able to offer new services that neither system can offer on its own. Texas shippers will be better served by the competition stimulated by this merger and there will be cost savings and improved service, all to the benefit of shippers, and ultimately to consumers.

I would appreciate your favorable consideration of this proposal which will be of great benefit to Texas and the Fort Worth area.

Sincerely,

Toby Goodman
The Honorable Vernon A. Williams, Secretary
Interstate Commerce Commission, Room 2215
Twelfth Street and Constitution Avenue, N.W.
Washington, DC 20423

Dear Secretary Williams,

RE: Finance Docket No. 37260, Union Pacific Railroad--
Control and Merger -- Southern Pacific Railroad

The merger of the Union Pacific and Southern Pacific Railroads should substantially improve rail service and strengthen railroad competition in California, as well as provide a stable financial base for continued Southern Pacific operations. The merger should also provide specific service benefits for farm and food product shippers in Southern California. For all of these reasons, I urge the Commission to grant its approval for the proposed merger.

Improved Service

California freight shippers should see substantial benefits from service improvements resulting from the merger. For example, the merged UP/SP plans to provide the first truck-competitive single-carrier rail service ever between the Seattle/Tacoma area and Southern California, a freight corridor now dominated by the trucking industry. The merged system should be able to more efficiently move freight between locations in this area now served by the SP, and locations now served by the UP in Texas and Louisiana, the Great Plains, and the Pacific Northwest.

Service should improve for both shippers moving freight between California and the gateways of Chicago, Kansas City, St. Louis, Memphis and New Orleans, where freight is passed from Western Railroads to Eastern railroads. Perishable and processed food products moving from Southern California should encounter fewer delays and increased service reliability as it moves to markets elsewhere in the country. Equipment supply should be improved, as the two railroads integrate operations and take advantage of backhaul opportunities.
After the merger, the UP/SP has announced plans to build a new "Inland Empire" Facility in Southern California to handle truck trailers and containers from less-than-truckload and other trucking companies, improving service and taking trucks off of our crowded highways. California shippers and receivers will enjoy extensive new single-line service, including:

Strong Competition

The recently announced agreement between the UP/SP and the Atchison, Topeka & Santa Fe/Burlington Northern railroads should strengthen competition. The parties have reached a comprehensive agreement so that shippers that would otherwise lose two-railroad competition in the merger will now be served by both the UP/SP and the ATSF/BN. Providing for two strong railroads, competing head-to-head, should preserve rail competition.

Financial Stability

In the past, SP customers have had to deal with service problems and uncertainties resulting from the SP's financial instability. The SP's CEO has even said she will be hard-pressed to stay afloat in competition with the merged ATSF/BN and the UP. The UP/SP merger will give SP shippers the assurance of high quality service with a financially strong railroad that can afford the capital investments necessary to build new capacity, implement new technology, and continually improve its operation. The SP's employees have been faced with a similar uncertainty, and will now also enjoy the benefits of working for a financially healthier railroad.

In summary, the proposed UP/SP merger will provide substantial benefits in improved service, strong competition, and financial stability in the rail industry, and I urge your support.

Sincerely,

Brett Granlund
Assemblyman, 65th District
November 5, 1995

Mr. Vernon A. Williams  
Secretary  
Interstate Commerce Commission  
12th and Constitution Avenue, N. W.  
Washington, D. C. 20423  

Re: Union Pacific/Southern Pacific Merger

Dear Secretary Williams:

As a member of the New Mexico House of Representatives, I am pleased to lend my support to the proposed merger of the Union Pacific (UP) and Southern Pacific (SP) railway systems. The operation of the railroad is very important to the communities in my District in general. In Tucumcari, approximately 50 families depend on the railroad for their employment and support of their families. I feel this merger will significantly strengthen the rail system serving our area and the entire State of New Mexico.

Joining the two systems will provide a direct single rail link for SP shippers in New Mexico to all points served additionally by UP. SP shippers in New Mexico will receive shorter routes and faster schedules in addition to the extensive new single line service. We understand that this merger, when approved, will put SP on a much stronger competitive footing with the newly merged Burlington Northern and Santa Fe railway systems, which also serve our State.

The proposed merger with UP is also necessary to help SP overcome its current service problems and the continuing uncertainties as to SP’s finances in general. The UP/SP merger will provide SP shippers the assurance of top quality service with a financially strong railroad that can afford the capital investments necessary to build new capacity, and provide efficient, competitive rail service to the benefit of the many employees of the railroads, our citizens generally and the entire economy of New Mexico.

Sincerely,

Wesley L. Chau
House of Representatives  
Rt. 1, Box 14  
Grady, N. M. 88120
Mr. Vernon Williams, Secretary  
Interstate Commerce Commission  
12th and Constitution Avenue, N.W.  
Washington, D.C. 20423

Re: Finance Docket No. 32760--Union Pacific Corp. et al.--Control and Merger--Southern Pacific Rail Corp. et al.

Dear Secretary Williams:

As President of the Arizona State Senate, I would like to express my strong support for the proposed merger between Southern Pacific and Union Pacific. Currently, in preparation for NAFTA, we are working to open our borders as much as possible to the various industries and companies of this continent. By doing this we are confident that we are operating in the best interest of the state and its citizens. Together Union Pacific and Southern Pacific will be able to provide a competitive single-carrier rail service between Seattle/Tacoma and both southern and northern California. In addition, many new shipping opportunities will be created up and down the west coast.

UP/SP will have the strength to challenge Santa Fe’s dominance of California-Chicago intermodal traffic for the first time. Vigorous competition in this market is crucial to our continued economic growth and to the nation’s domestic and international competitiveness. Between Oakland and Chicago, mileage savings and operating efficiencies will allow UP/SP to offer a new third-morning intermodal service, which neither UP nor SP alone can do today.

The new system’s routes would be significantly shorter than UP’s or SP’s routes today in many important corridors, including Chicago-Oakland, St. Louis-Oakland, Dallas-Los Angeles, and Memphis-Los Angeles. Our shippers and receivers will benefit from extensive new single-line service. There would be major cost savings from reduced overhead and facility consolidation. Furthermore, the use of the best systems of each railroad would improve efficiency and justify increased investment to expand capacity and improve service, all to the benefit of shippers. The result would be strengthened competition in all markets.
Mr. Vernon Williams, Secretary  
October 23, 1995  
Page 2

The BN/Santa Fe system will be far larger than either UP or SP and will have the crucial competitive strength that UP and SP separately lack. The UP/SP merger will create a competitor that is fully the equal of BN/Santa Fe.

Again, I urge you to support this merger for the good of the economy, our suppliers and the State of Arizona.

Sincerely,

John Greene  
President of the Senate

JG:dr
Senator John Greene, being first duly sworn, deposes and says that he has read the foregoing document, believes the facts asserted therein to be true, and that the same are true as stated.

[Signature]
Senator John Greene

Subscribed and sworn before me this 2nd day of November 1993.

[Signature]
Shirley L. Wheeler
Notary Public

My Commission Expires: 

[Signature]
My Commission Expires Sept. 30, 1999
The Honorable Vernon A. Williams  
Secretary  
Interstate Commerce Commission  
Twelfth Street and Constitution Avenue, N.W.  
Room 2215  
Washington, DC 20423

RE: Finance Docket No. 32760, Union Pacific Corp., et al.  
Control & Merger - Southern Pacific Rail Corp., et al.

Dear Secretary Williams,

I am submitting this statement in support of the proposed merger of Union Pacific and Southern Pacific Railroads. This merger will directly benefit Wyoming’s economy. It will also provide fair competition for the railroad by giving the Union Pacific the opportunity to challenge the markets served by the recent merger of the Burlington Northern and Santa Fe Railroads.

The Union Pacific has played an important role and partnership in the economics of Wyoming. I believe that the approval of the proposed merger will have significant impact on the ability of Wyoming producers to reach new markets and generate additional economic benefits for the state. Also, the additional traffic on Union Pacific’s main line will create additional employment opportunities.

With the recent trackage right agreement between Union Pacific and the BNSF/Santa Fe, rail competition will be preserved resulting in vigorous efforts for efficiencies and improved service for Wyoming customers such as coal, soda ash, and grain producers.

I strongly urge your prompt approval of this merger.

Sincerely,

Robert Grieve

cc: David Fischer  
(Union Pacific Railroad Company  
1416 Dodge St., Rm. 801  
Omaha, NE 68179)
The Honorable Vernon A. Williams, Secretary  
Interstate Commerce Commission  
12th Street and Constitution Avenue, N.W., Room 2215  
Washington, D.C. 20423  


Dear Mr. Williams:

I am writing to express strong support for the merger of the Union Pacific and Southern Pacific railroads. I strongly believe the Union Pacific/Southern Pacific merger will benefit my constituency and the general business climate in this area.

The merger will provide shippers with an efficient single-line route through New Mexico, Arizona and California. This merger should also produce mileage savings, service improvements, and reduce highway congestion. Service north to Memphis, St. Louis, and Chicago, and for connections to the Northeast, should improve as a result of coordination of terminals, availability of alternative routes, and the ability to pre-block traffic. It is my understanding that, after the merger, plans are to increase the level of service between DFW and Denver and points beyond as well as new access to a number of important points in Texas, and a direct route between Houston and New Orleans. The higher levels of rail service should also boost employment opportunities in the entire metroplex area.

This merger will provide shippers with significant new service options, ensure that Southern Pacific would have adequate financial resources to make necessary capital investments, strengthen rail competition in the area, create a large and efficient route system, and create a carrier large and efficient enough to provide competition to SN/Santa Fe. The result of this merger would be to actually increase competition rather than to weaken it from my perspective.

I encourage the Commission to quickly approve the proposed merger.

Sincerely,

Kent Grusendorf  
State Representative District 94
The Honorable Vernon Williams
Secretary
Interstate Commerce Commission
Twelfth Street and Constitution Avenue, N.W.
Room 2215
Washington, D.C. 20423

Merger--Southern Pacific Rail Corporation, et al

Dear Mr. Williams:

Kindly consider this communication and indication of my support for the merge application
of Union Pacific and Southern Pacific railroads. It would be my hope that this merger will
result in strengthening the railroad transportation service in Louisiana.

I am aware of the announcement that the Union and Southern Pacific have concluded an
arrangement, as a condition to the merger, that would grant the large Burlington Northern-
Santa Fe Railroad rights to serve from New Orleans to Lake Charles in our Louisiana
southern rail corridor. This will maintain a strong rail presence here for our rail users and
offer some new opportunities for improved service.

New Orleans to California service will be improved as Union Pacific’s lines east of Houston
will be utilized and upgrading the Southern Pacific tracks west of El Paso will assure the
strongest available route for shippers. It is expected that the New Orleans to St. Louis-
Chicago rail corridor will be improved through greater coordination of rail terminals.
Service opportunities will increase in the north-south traffic as shipments can move directly
over Union Pacific routes rather than having to be routed over Southern Pacific’s lines to
Houston.

There are cost savings expected to Louisiana shippers as a result of reduced overhead, more
efficient usage of equipment, rail facility consolidations and shorter routes. Additionally,
it is anticipated that a new New Orleans-Dallas-Amarillo-Denver-Pacific Northwest service
will be initiated linking the Port of New Orleans to those points and beyond. We expect
that Louisiana service improvements and efficiencies will provide new marketing
opportunities for our rail customers and increase their competitive positions with their products.

I would believe the merger approval would result in those benefits set out above.

With best regards,

John J. Hainkel, Jr.

JJH,JR.:csrn

bcc: Jack Kyle
The Honorable Vernon Williams, Secretary
Interstate Commerce Commission
Twelfth Street and Constitution Avenue, N.W. Room 2215
Washington, DC 20423

RE: Finance Docket No. 32760, Union Pacific Corporation -
Control and Merger - Southern Pacific Rail Corporation

Dear Secretary Williams:

I am writing in support of the proposed merger of the Union Pacific (UP) and Southern Pacific (SP) railroads.

My Assembly District includes a portion of the SP tracks connecting the San Francisco Bay Area to Chicago. The use of these tracks would give the new UP/SP the most direct route between these two major markets, likely resulting in more competitive and reliable freight schedules. Improved rail freight service is certainly desirable for shippers and from the standpoint of moving long distance truck haulers off busy Interstate 80.

I am also hopeful the merged UP/SP will better facilitate the development of regional rail passenger service. The portion of SP tracks from San Jose to Roseville known as the 'Capitol Corridor' had passenger service restored in 1991. The service is operated by Amtrak and subsidized by the State of California. There are currently three daily round trips, and trains average only 40 mph over the 134 miles, reflecting a lack of investment in track and signaling.

In 1990, California’s voters approved bonds that included funds to upgrade the Capitol Corridor for faster speeds and increased capacity — benefiting both freight and passenger trains. However, as of this writing, SP and the state, represented by the Governor’s Secretary of the Business, Transportation and Housing Agency, have been unable to reach an agreement on the terms of the improvements. I hope the merged UP/SP will recognize the broad benefits of these improvements and be more cooperative in executing the agreement.
The future mobility of the Interstate 80 corridor in Northern California requires a wide range of transportation improvements. Improved freight and passenger rail service is an integral part of that strategy. Thus, I hope the Interstate Commerce Commission will act favorably on the merger proposal.

Thank you for your attention to this important issue.

Sincerely,

Thomas M. Hannigan

TMH:mtl
September 29, 1995

The Honorable Vernon A. Williams
Secretary, Interstate Commerce Commission
Twelfth Street and Constitution Avenue, N.W.
Room 2215
Washington, D.C. 20423

Dear Mr. Williams:

I am pleased to write in support of the proposed merger between Union Pacific and Southern Pacific Railroad. As a member of the California State Legislature, I understand the important role that an integrated transportation system plays in our State economy. I believe that the benefits of this union will prove to be an excellent boost to economic growth and development in the San Joaquin Valley.

Union Pacific (UP) and Southern Pacific (SP) have set numerous goals in order to increase competition and provide new shipping opportunities up and down the West Coast. By joining forces, UP and SP will ensure that goods are moved with greater speed and reliability. This will enhance economic development in the state and ensure that California remains a leader in the world economy.

Again, I strongly support the merger between Union Pacific and Southern Pacific. If I can be of any assistance to you as you consider this matter, please contact my office.

Sincerely,

Trice Harvey
Member of the Assembly

cc: Wayne Koriuchi
The Honorable Vernon A. Williams  
Secretary, Interstate Commerce Commission  
12th Street & Constitution Avenue, N.W.  
Washington, D. C.  20423

Re: Finance Docket No. 32760, Union Pacific Corporation  
- Control Merger - Southern Pacific Rail Corp.

Dear Secretary Williams:

I am writing to express my strong support for the proposed merger of the Union Pacific and Southern Pacific Railroads.

The Union Pacific-Southern Pacific merger will dramatically improve service and strengthen competition in California and across the country. Such a merger will enable SP to overcome its financial and capital constraints and customers will once again have the assurance of long-term, top quality service from a financially stable railroad.

As we on the North Coast of California struggle to maintain and improve our rail freight system (the North Coast Railroad Authority) it is imperative that a viable and efficient railroad be in place to accommodate our growing needs and make those critical connections throughout the state and nation. This merger will ensure that carload shippers, such as California lumber producers, will see improved service with greater speed, reliability and frequency of schedules as a result of mileage savings, gradient improvements and operating efficiencies.

I unequivocally support this historic merger and urge your approval. Thank you.

Sincerely,

DAN HAUSER

DH:sw

STATE CAPITOL, P.O. BOX 943240, SACRAMENTO, CA 94324-0001 (916) 445-4160  
NORTHERN OFFICE, 510 G STREET, SUITE G, EUREKA, CA 95501 (707) 445-7014  
CENTRAL OFFICE, P.O. BOX 1010, URBANA, CA 95542 (707) 445-0904  
SOUTHERN OFFICE, 50 D STREET, SUITE 400, SANTA ROSA, CA 95404 (707) 578-2528
September 29, 1995

The Honorable Vernon A. Williams
Secretary, Interstate Commerce Commission
Twelfth Street and Constitution Avenue, N.W.
Room 2215
Washington, DC 20423

Dear Secretary Williams:

I would like to express my support for the Union Pacific/Southern Pacific merger application. I ask the Interstate Commerce Commission to approve the merger as proposed and recognize the numerous local and national benefits that it would create.

One of the key benefits of the merger will be a faster, more reliable rail service between the Ports of Long Beach and Los Angeles as well as the rest of America. Vital imports move through these ports, providing jobs locally and economic benefits throughout the country.

The Union Pacific/Southern Pacific merger will also encourage competitiveness in the railway market. Vigorous competition in this market is vital to continued economic growth at the ports of Long Beach and Los Angeles.

There are many benefits that would come from the merger of the Union Pacific and Southern Pacific railroads and I urge the Interstate Commerce Commission to grant its approval for the transaction.

Sincerely,

PHIL HAWKINS
Assemblyman, 56th District

PH:jl

cc: Wayne Horiuchi, UPRR Sacramento
THE HONORABLE VERNON A. WILLIAMS
SECRETARY, INTERSTATE COMMERCE COMMISSION
TWELFTH STREET AND CONSTITUTION AVE., N.W.
ROOM 2215
WASHINGTON, D.C. 20423


Dear Mr. Williams:

In support of the above referenced project I would like to make the following points:

1) the UP/SP merger will provide many service improvements for California shippers;

2) the merger will strengthen competition in all markets;

3) with the Santa Fe/BN merger, Southern Pacific will not be able to survive alone;

4) the UP/SP merger will provide Southern Pacific shippers an assurance of quality service from a financially strong railroad.

For these reasons and many others, I urge you to approve the merger of the Union Pacific and Southern Pacific Railroads.

Very truly yours,

Raymond N. Haynes
Monday, October 23, 1995

The Honorable Vernon A. Williams  
Secretary  
Interstate Commerce Commission  
Twelfth Street and Constitution Ave., N.W.  
Room 2215  
Washington, D.C. 20423

Dear Mr. Williams:

I am writing to let you know of my support as a business man and as a state legislator for the approval of the proposed merger of Union Pacific and Southern Pacific Railroad Companies.

I have reviewed supporting evidence and am confident that the merger will result in better service for Houston and Texas. I am also convinced that competition will continue to work toward the refinement of the rate structure.

Houston, with its busy port, will benefit as freight moves in and out of the facility and shipments designated for transshipment to Mexico will be improved in speed and efficiency.

There are numerous economic advantages that will result in improved service and lowered costs for Houston and Texas shippers. These would include better equipment supply and yard consolidations.

I believe the proposed Union Pacific and Southern Pacific merger will bring Houston shippers additional service benefits and competitive options.

I encourage the Commission to comment favorably on the proposal for the best interests of Houston and Houston shippers.

Sincerely,

Talmadge Heflin

Talmadge Heflin
Nevada Assembly
CARSON CITY

September 28, 1995

The Honorable Vernon A. Williams, Secretary
Interstate Commerce Commission Room 2215
Twelfth Street and Constitution Avenue, N W
Washington, D.C. 20423

RE: Finance Docket No. 32760, Union Pacific Corp. et al --
Control and Merger -- Southern Pacific Rail Corp. et al.

Dear Secretary Williams:

As Co-Speaker of the Nevada Assembly, representing Douglas County and part of Carson City, I am writing to express my support for the proposed merger of the Southern Pacific and Union Pacific railroads and to urge you to act expeditiously to approve that merger.

Nevada shippers should see improved equipment supply from the combined fleets and freed up capacity. Nevada shippers and freight receivers on the SP line will gain extensive single-line access to UP points in the Midwest and the Pacific Northwest, while those on the UP line will gain single-line access to SP points in California, Arizona and New Mexico. Substantial cost savings from reduced overhead and improved efficiency should benefit all shippers.

As you know, the SP's financial health has been a concern to shippers served by the railroad, as well as the communities served and the SP's employees. Merging the SP and the UP should provide a strong railroad that can compete with the combined Burlington and ATSF railroads.

Both railroads have made a commitment to allow another railroad to have access to the automobile and intermodal freight handled by them at Reno - that will assure market competition.

The SP and UP merger will improve service and maintain competition. The SP's financial and service problems will improve and Nevada rail users will have the high quality transportation service needed in our expanding economy. I urge you to approve this merger.

Yours truly,

LYNN HETTRICK
ASSEMBLYMAN
District No. 14
SPEAKER OF THE ASSEMBLY

DISTRICT OFFICE
475 Greenough Drive
Gardnerville, Nevada 89410
Office: (702) 329-4473
Fax No.: (702) 329-4473

COMMITTEES:
Member
Ways and Means
Commerce
Labor and Management

LEGISLATIVE BUILDING:
401 S. Carson Street
Carson City, Nevada 89710
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Fax No.: (702) 687-1040

Sixty-Eighth Legislature

110
The Honorable Vernon A. Williams,
Secretary
Interstate Commerce Commission
Twelfth Street and Constitution Avenue, N.W.
Room 2215
Washington, D.C. 20423

RE: Finance Docket No. 32760, Union Pacific Corporation, et al --
Control & Merger -- Southern Pacific Rail Corporation, et al

Dear Mr. Williams:

This is to request your approval of the merger application of the
Union Pacific Railroad Company and the Southern Pacific Railroad.
In this area of southern Louisiana, we definitely need a stronger,
more dependable railroad that can provide service improvements and
new marketing opportunities for railroad shoppers.

I understand that this merger and competitive conditions that would
bring the Burlington Northern Santa Fe to this corridor will provide
rail transportation benefits that Louisiana customers in this area
need in order to be competitive with other areas.

We are aware of new single live routes to western states such as New
Mexico, Arizona and southern California plus others to the pacific
northwest offer prospects for Louisiana products. The Union Pacific
strategic Laredo, Texas gateway will now be accessible to our rail
user for marketing products of Mexico. We should also expect that
the combination of shorter, more efficient routes, better equipment
availability, scheduling improvements, and capacity additions will
produce cost savings that will benefit our shippers.

Overall, it appears that this proposed merger is clearly beneficial
to this part of Louisiana and is in the public’s best interest. The
application should be approved at your earliest opportunity and I
urge its acceptance.

Sincerely,

[Signature]

Donald J. Higginbotham
State Representative
District 43

DJH:ecs
The Honorable Vernon A. Williams  
Secretary, Interstate Commerce Commission  
Twelfth Street and Constitution Avenue, N.W.  
Room 2215 Washington, D.C. 20423


Dear Mr. Williams:

The Houston area depends heavily on the availability of strong rail service for our local businesses. This letter is to advise the Commission of my view that the proposed merger of the Union Pacific and Southern Pacific railroads will serve the interests by strengthening rail service and improving competition.

Houston area shippers will enjoy improved service on many routes following a UP/SP merger. Many Houston area businesses ship to and from the West Coast. A UP/SP merger will allow shippers to use efficient combinations of lines to reach SP’s Southern Corridor route. Coordination of rail movements and integration of terminal operations will also help to relieve congestion. As a result, Houston shippers will gain an efficient alternative to the BN/Santa Fe route to Southern California.

Service for north-south traffic through Houston should also improve significantly as a result of the merger. To the north, service on the Memphis-St. Louis-Chicago corridor will be faster and more reliable, due to the UP/SP plans for coordinating terminals, using alternative routes, and creation of more run-through trains. Houston shippers should also gain more direct routes to Denver and the Pacific Northwest through use of a combination of UP and SP lines. To the south, Houston shippers will have more flexible access to all Mexican gateways. Shippers currently served by SP will be able to take advantage of UP’s efficient border-crossing procedures, eliminating delays for Mexican traffic. Also as a result of the merger, BN/Santa Fe will gain access to the important Laredo gateway (through interchange with the Texas Mexican Railway at Corpus Christi) and to the Brownsville gateway.

We also expect better service for movements to the east, along the Gulf Coast toward New Orleans and other Louisiana points. SP shippers will be able to use UP’s line east of Lake Charles, Louisiana. Moreover, under an agreement with UP and SP, BN/Santa Fe will gain access to chemical plants at several points in the Houston area, including Baytown and Mont Belvieu. The agreement will allow BN/Santa Fe to provide an important new service alternative.
for Houston shippers on movements along the Gulf Coast and to and from the Southeast.

A merger of the UP and SP should improve equipment supply for our shippers, due to the shorter routes and other operating efficiencies that will result from the merger. The combined UP/SP system will have more opportunities to reposition equipment and take advantage of backhaul and triangulation opportunities and different seasonal patterns of the UP and SP traffic. Yard consolidations should provide some additional storage-in-transit opportunities for chemical shippers.

The merger will preserve competition, and actually increase it. The new operating rights for BN/Santa Fe ensure that points now served only by UP and SP will continue to receive service from two railroads. In addition, they provide Houston shippers with new competitive options for movements through Texas and Louisiana. Especially with new BN/Santa Fe access to points in the Houston area, competition for chemical and petrochemicals traffic will be strengthened. Moreover, a UP/SP merger will allow UP/SP to provide more effective competition with BN/Santa Fe than UP or SP could provide separately. Today, SP’s service problems and its financial constraints make it a particularly weak competitor. UP/SP and BN/Santa Fe will both be efficient carriers with extensive route systems, capable of providing a high level of service to Houston shippers. We expect that these two systems will be vigorous competitors. Houston will also continue to have service from other rail carriers, barge operators, and other transportation alternatives, including trucks.

The economy of Houston will benefit from this merger. Improved service for our shippers and the availability of strong competitive transportation alternatives will help Houston retain its status as a key business hub and will increase employment opportunities in the Houston area. This will benefit not only Houston area citizens, but the entire state as well.

In summary, the UP/SP merger should bring Houston area shippers many service benefits and new competitive options. I encourage the Commission to consider these benefits to Houston and to comment favorable on the merger.

Sincerely,

Paul J. Hilbert

cc: Mr. Jerry Martin, Director
Transportation/Gas Utilities
Railroad Commission of Texas
October 17, 1995

ATTN: Hon. Vernon A. Williams
Secretary, Interstate Commerce Commission

Dear Mr. Williams,

I would like to request that you support the proposed merger of the Union Pacific and Southern Pacific railroads. The Union Pacific, Southern Pacific, Burlington Northern/Santa Fe and Kansas City Southern all serve the city of Dallas, making it an essential center for rail lines in the State of Texas. The Union Pacific/Southern Pacific merger will benefit Dallas, the businesses located in the Dallas area, and ultimately, the State of Texas.

Dallas shippers will have a highly efficient single-line route through New Mexico, Arizona and California as a result of the UP/SP merger. By upgrading the lines between Dallas and southern California, UP/SP will offer shippers mileage savings and service improvements with the tangible results of less highway congestion, due to a reduction in truck traffic and a decrease in highway damage, (which will soon become major problems in Texas, resulting in the need for state and federal funding increases). Service to Memphis, St. Louis, and Chicago and for connections to the Northeast, will also improve due to the coordination of terminals and the ability of UP/SP to pre-block traffic so that it can be run around terminals. As you can see, this consolidation would be beneficial to numerous cities across the United States.

The UP/SP merger will strengthen rail competition in the Dallas area. The Burlington Northern and Santa Fe railroads have created a large and efficient route system, with great competitive assets, as a result of their merger. There is no other railroad today large enough or efficient enough to provide real competition to BN/Santa Fe. If UP and SP merge, they would provide effective competition. Two strong competitors are better than having a large powerful rail carrier with smaller competitors that do not provide a realistic competitive alternative.

I urge the Commission’s approval of the proposed merger. Thank you for your consideration of this matter.

Sincerely,

Fred Hill
FH/dmo
The Honorable Vernon A. Williams, Secretary
Interstate Commerce Commission
Twelfth Street and Constitution Avenue, N.W.
Room 2215
Washington, D.C. 20423

Finance Docket No. 32760, Union Pacific Corporation, et al -- Control & Merger--
Southern Pacific Rail Corporation, et al

Dear Mr. Williams:

I am writing to express my support for the proposed merger of the Union Pacific and Southern Pacific Railroads which is before you for consideration and I urge the Commission’s approval.

A major benefit in northern Louisiana and the central part of the state will be a new single line route across to southern California through New Mexico and Arizona opening up new markets for Louisiana Products and for products to be consumed here. Shippers in other areas of the state not served by Union Pacific will gain new routes north to mid-western, upper mid-western, pacific northwest states and Canada. There is expected to be a dramatically improved equipment supply, more reliable service, cost savings in shorter more efficient routes and predictability in the ability to respond to rail customer needs. The Union Pacific brings capital resources to this combined rail system that Southern Pacific has been unable to generate and this financial strength will certainly improve the overall rail network.

A top quality rail service is expected throughout Louisiana as the best of both companies is utilized to coordinate operations and better serve the customers. This higher quality rail service will enable our Louisiana rail users to better compete in the market place with their own products and offers possibilities for economic expansion.

I believe this rail merger is in the public interest and should be approved. Union Pacific and Southern Pacific have also announced an arrangement to allow the large Burlington Northern-Santa Fe Railroad to serve areas where only UP and SP currently serve. This will assure strong competition in those areas and provide an upgraded operation, particularly where Southern Pacific service has deteriorated.
Thank you for consideration of these comments and support.

Sincerely,

Don Hines
State Senator
District 28

DH:md
October 6, 1995

The Honorable Vernon Williams
Secretary, Interstate Commerce Commission
12th & Constitution Avenue, N.W.
Suite 2215
Washington, D.C. 20423

Dear Secretary Williams:

I support the proposed merger of the Union Pacific (UP) and Southern Pacific (SP) railroad companies and I strongly urge the Interstate Commerce Commission (ICC) to grant approval.

The merger of UP & SP will benefit California, and indeed, the whole country. Increased competition with the recently merged Burlington Northern/Santa Fe railroad will directly benefit shippers and receivers. And as always, increased competition will result in better service and lower costs for the consumer.

It is my understanding that if the ICC prevents the proposed merger, SP will continue to be in a financially precarious position which could ultimately lead to decreased competition and jobs.

Again, I believe the best course of action is for the ICC to allow the UP/SP merger to take place as planned.

Sincerely,

BILL HOGE
Assemblyman, 44th District
October 18, 1995

The Honorable Vernon A. Williams
Secretary
Interstate Commerce Commission
Twelfth Street and Constitution Avenue, N.W.
Room 2215
Washington, D.C. 20423

Finance Docket No. 32760, Union Pacific Corporation, et al
--Control & Merger-- Southern Pacific Rail Corporation, et al

Dear Mr. Williams,

I am writing to express my support for the proposed merger of the Union Pacific and Southern Pacific railroads which is before you for consideration and I urge the Commission's approval.

A major benefit in northern Louisiana and the central part of the state will be a new single line route across to southern California through New Mexico and Arizona opening up new markets for Louisiana products and for products to be consumed here. Shippers in other areas of the state not served by Union Pacific will gain new routes north to mid-western, upper mid-western, pacific northwest states and Canada. There is expected to be a dramatically improved equipment supply, more reliable service, cost savings in shorter more efficient routes and predictability in the ability to respond to rail customer needs. The Union Pacific brings capital resources to this combined rail system that Southern Pacific has been unable to generate and this financial strength will certainly improve the overall rail network.

A top quality rail service is expected throughout Louisiana as the best of both companies is utilized to coordinate operations and better serve the customers. This higher quality rail service will enable our Louisiana rail users to better compete in the market place with their own products and offers possibilities for economic expansion.

--cont.--
I believe this rail merger is in the public interest and should be approved. Union Pacific and Southern Pacific have also announced an arrangement to allow the large Burlington Northern - Santa Fe railroad to serve areas where only UP and Sp currently serve. This will assure strong competition in those areas and provide an upgraded operation, particularly where Southern Pacific service has deteriorated.

Thank you for consideration of these comments and support.

Sincerely,

Roy "Hoppy" Hopkins

RH jp
Ms. Linda Morgan  
Interstate Commerce Commission  
12th Street and Constitution Ave., NW  
Washington, D.C. 20423  

Re: Finance Docket 32760  

Dear Ms. Morgan:

As Majority Leader of the Iowa Senate, I urge your support for the merger of the Union Pacific and Southern Pacific Railroads.

Iowa shippers are anxious to have increased opportunities for moving our feed grains, and I believe the merger will greatly assist in this regard. Our grain producers need the type of single-line access to consumers in the southwest and Pacific coast areas, as well as in the opening export areas of Mexico. I strongly believe that a merged Union Pacific/Southern Pacific line will contribute significantly to the development of commerce throughout the affected areas.

In addition, the merger will allow the new railroad to improve operating efficiencies and take advantage of back-haul opportunities currently not available. By reducing transit time, the merged system will have an excellent opportunity to manage its equipment more effectively. I look forward to a more efficient railroad providing much better service for the citizens of Iowa through the merger of Union Pacific and Southern Pacific railroads. Accordingly, I enthusiastically support, and urge you to support, the merger request.

Sincerely,

Wally E. Horn  
Senator Wally E. Horn  
Majority Leader
October 13, 1995

The Honorable Vernon A. Williams, Secretary  
Interstate Commerce Commission  
Twelfth Street and Constitution Avenue, N.W.  
Room 2215  
Washington, DC 20423


Dear Mr. Williams:

My name is Bob Hunter, and I am the State Representative for District 71, Texas House of Representatives, Abilene (Taylor County), Texas. I am writing to express my strong support for the proposed merger of the Union Pacific and Southern Pacific railroads, now before the Interstate Commerce Commission in Finance Docket 32760, Union Pacific Corporation, et al.--Control and Merger--Southern Pacific Rail Corporation, et al.

I believe the Union Pacific-Southern Pacific merger will produce important benefits for the citizens and businesses of Taylor County. The merger should provide faster and more cost-effective rail service, improved service to many destinations, and stronger rail competition in Texas.

Our shippers will benefit from significant service improvements resulting from this merger. In particular, shippers served by Union Pacific will have access to new single-line service across Southern Pacific's Southern Corridor to California. This new single-line route will give them highly efficient service to California, gateways to Western Mexico, and markets in Arizona and New Mexico. Moreover, Union Pacific and Southern Pacific have announced plans to upgrade the line between Fort Worth and southern California. Shippers should be able to realize mileage savings and service improvements. The public should benefit from less highway congestion due to a reduction in truck traffic.

Our shippers will also gain new single-line service to other locations served by the Southern Pacific, including points in...
Louisiana, Arkansas, Colorado, Utah, and Oregon. Receivers will also benefit from more efficient movement of products consumed in West Texas.

Traffic moving north to Memphis, St. Louis, and Chicago, and for connections to the Northeast, should also enjoy improved service, due to the ability to coordinate terminals, use alternative routes, and build run-through trains that can avoid terminal delay. In addition, I understand that Union Pacific-Southern Pacific plans to add new service between Fort Worth and Denver following the merger.

Shippers should also benefit from better equipment supply after the merger. The merged Union Pacific-Southern Pacific will be able to reposition equipment more efficiently, thus offering greater equipment availability to shippers. In addition, yard consolidation will create new storage-in-transit opportunities.

The merger should also be good for employment and economic development in the West Texas area. The improvements described above should lead to an increase in traffic and greater employment opportunities for rail workers. I expect that the improved service will also help to stimulate service growth in the area.

The Union Pacific-Southern Pacific merger should also strengthen rail competition in the region. Currently, the only efficient way to move goods from West Texas to California is along Burlington Northern-Santa Fe's Southern Corridor route. Southern Pacific's competing route has been plagued by capacity constraints and service problems. The merger between Union Pacific and Southern Pacific would create a railroad that could offer strong competition to Burlington Northern-Santa Fe along this important route. Competition should also increase for traffic moving to the east and south as a result of new operating rights Burlington Northern-Santa Fe will receive in East Texas and Louisiana and access it will receive to certain Mexican gateways.

More generally, the recent merger of the Burlington Northern and Santa Fe railroads created a large and efficient route system, with unmatched assets. Other railroads are not large enough to provide real competition to the Burlington Northern-Santa Fe. However, Union Pacific and Southern Pacific together would be large enough and efficient enough to provide effective competition. The Union Pacific-Southern Pacific merger is needed to maintain and strengthen competition and to give our Union Pacific-served shippers the ability to compete successfully with businesses served by the Burlington Northern-Santa Fe.
In conclusion, I believe that the merger will improve rail service in West Texas and that it will strengthen rail competition, all to the benefit of Abilene/Taylor County and its businesses. I strongly support the merger.

Sincerely yours,

Bob Hunter
VERIFICATION

STATE OF ___________ TEXAS _______ } ss.
COUNTY OF ___________ TAYLOR _______ }

______________________, being first duly sworn, deposes and says that he has read the foregoing document, knows the facts asserted therein, and that the same are true as stated.

____________________
Bob Hunter

Subscribed and sworn to before me this 13th day of October, 1995.

____________________
Ada M. Whisenhunt
Notary Public

My Commission Expires: 6-22-99
October 20, 1995

Vernon A. Williams, Secretary  
Interstate Commerce Commission  
Room 2215  
Twelfth Street and Constitution Avenue, NW  
Washington, DC 20423

RE: Union Pacific Corporation and Southern Pacific Rail Corporation—Proposed Control and Merger Application, Finance Docket No. 32760

Dear Secretary Williams:

I am writing to express my support for the proposed merger of Union Pacific and Southern Pacific railroads and your speedy approval of the railroad's application.

The 34th Senate District encompasses part of Orange County, including Anaheim, Buena park, Garden Grove, and Santa Ana. Both the Southern Pacific (SP) and the Atchinson, Topeka & Santa FE (ATSF) railroads serve this part of Orange County. The merger of the Union Pacific (UP) and the SP should provide benefits to businesses and individuals in the district.

With the merger of the UP and SP, the geographic reach of the combined railroads would expand, providing faster and more reliable rail service to SP customers in the district. Those businesses would have better rail access to their customers and suppliers now located on UP lines throughout the Midwest, the Pacific Northwest and the Gulf Coast.

Perhaps more importantly, however, the merger of the two railroads would provide financial stability for the SP, a company which has had financial difficulties and has struggled to turn a profit. The merger with UP will provide the financial stability the SP needs, and give SP customers, suppliers, and employees better assurances for the long-term viability of the railroad.

Finally, the UP-SP merger appears to have great potential to improve the movement of intermodal freight in both the East-West corridors (such as Los Angeles-Chicago) and
North-South corridors (between Los Angeles and the Pacific Northwest). That, in turn, could result in a reduction in Interstate highway congestion.

Because of the many public and private benefits of the proposal, I again urge the Interstate Commerce Commission to give its timely approval to the proposed merger of the Union Pacific and Southern Pacific railroads.

Sincerely,

ROB HURTT
Senate Republican Leader
California State Senate, 34th District
Honorable Vernon A. Williams
Secretary, Interstate Commerce Commission
12th Street and Constitution Avenue, N.W., Room 2215
Washington, D.C. 20423

Dear Mr. Secretary:

FINANCE DOCKET NO. 32760, UNION PACIFIC CORPORATION, ET AL., CONTROL AND MERGER, SOUTHERN PACIFIC RAIL CORP., ET AL.

I support the merger of Union Pacific and Southern Pacific railroads. The merger promises improved competition and efficiency which will benefit both freight and passenger service in California.

The dominant partner in this merger has been Union Pacific. My experience with Union Pacific has been that it has had a cooperative working relationship with local communities which has had a constructive impact on local transportation needs and the economy. Union Pacific has been a responsible member of the community, and an expansion of their operations and good business practices will contribute to a better California.

I recommend the merger with the understanding it will not interfere with negotiations between the San Joaquin Rail Commission and Union Pacific to achieve service from Stockton through Tracy to the Bay Area, and ongoing discussions on
retaining the Kentucky House spur line right-of-way for future freight or passenger service from Stockton to Sacramento through Lodi.

Sincerely,

PATRICK JOHNSTON
Senator, 5th District

PJ:po
October 11, 1995

The Honorable Vernon A. Williams  
Secretary  
Interstate Commerce Commission  
Twelfth Street & Constitution Ave., N.W.  
Room 2215 Washington, D.C. 20423

Finance Docket No. 32760, Union Pacific Corp, et al  
Control & Merger -- Southern Pacific Rail Corporation, et al

Dear Mr. Williams:

This correspondence is for the purpose of expressing my support for the merger application of the Southern Pacific Railroad and the Union Pacific Railroad, which is subject to Interstate Commerce Commission approval.

This merger is expected to improve the quality of rail transportation in the southern Louisiana corridor currently operated by Southern Pacific. The financial resources of the Union Pacific, these efficient operations and strategic market access provides this area an opportunity to acquire top quality rail service. In addition, should the Burlington Northern Santa Fe Railroad provide rail operations here, a high quality of rail service will result with faster service through shorter routes, better equipment allocation and scheduling for customers by strong rail carriers.

Southern Louisiana rail shippers will have newer shorter routes to the north and to Canada and will have better marketing opportunities to Mexico due to Union Pacific’s preferred mainline route to the Mexican interior through Laredo. Shorter transit times to California through New Mexico and Arizona will be possible and expanded business opportunities will be available to our companies here.
There are numerous service benefits from this consolidation where the best of both companies can be utilized to the benefit of all customers in their rail network. This appears to be a very positive proposal for our area and we are encouraged by the opportunities offered. We urge your approval of the merger for the benefits outlined.

Sincerely,

Senator Max Jordan
October 2, 1995

Honorable Vernon A. Williams
Secretary, Interstate Commerce Commission
12th Street & Constitution Ave. N.W.
Room 2215
Washington, D.C. 20423

RE: UNION PACIFIC RAILROAD/SOUTHERN PACIFIC RAILROAD MERGER

Dear Secretary Williams:

The railroad service industry is a cost effective and reliable way for commerce and business to transport shipments across state and national borders. We must work and strive to ensure that these services remain at the optimum level while being able to foster a competitive market which benefits economic growth in California and helps to ensure domestic and international competitiveness.

The Union Pacific Railroad and the Southern Pacific Railroad have proposed a merger which would provide a two railroad system with a wide market and intense competition. This merger will provide California shippers and receivers with extensive new single line services that will connect California with Arizona, New Mexico, Texas and Louisiana, as well as the intermountain area and the upper midwest.

Southern Pacific has been able to remain competitive since the merger of Burlington Northern/Santa Fe railroads. Thus, this merger will increase the number of services that the Union Pacific/Southern Pacific will be able to offer California businesses while providing a more competitive market and major cost savings by consolidating the two railroad systems into one.

I would like to request that you help in supporting this merger. The transportation, economic and service benefits are clear. Thank you for the opportunity to bring this issue to your attention. Your favorable consideration is requested.

Respectfully,

HOWARD KALOOGIAN
Assemblyman, 74th District
September 27, 1995

The Honorable Vernon A. Williams
Secretary, Interstate Commerce Commission
Twelfth Street and Constitution Avenue, N.W.
Room 2215
Washington, D.C. 20423


Dear Secretary Williams:

I wish to convey my support of the proposed merger of the Union Pacific and the Southern Pacific Railroads.

The UP/SP merger will dramatically improve service and strengthen competition. The merged system will meet the competitive challenge of BN/Santa Fe. UP/SP will provide the first truck-competitive single-carrier rail service ever between Seattle/Tacoma and both southern and northern California. The new service will take trucks off busy Interstate 5 and provide new shipping opportunities up and down the West Coast.

UP/SP will be able to challenge Santa Fe’s dominance of California-Chicago intermodal traffic for the first time. Vigorous competition in this market is crucial to California’s continued economic growth and to the nation’s domestic and international competitiveness. The merged system will be able to provide more reliable third-morning service, for the first time rivalling the service of BN/Santa Fe. Also the combined system expects to build a new “Inland Empire” facility in southern California to handle less-than-truckload (“LTL”) traffic of trucking companies in trailers and containers, and other intermodal business.
Transcontinental carload shippers, such as California lumber producers, canners and perishables dealers will see greatly improved service—greater speed, reliability and frequency of schedules—as a result of mileage savings, gradient improvements and operating efficiencies.

Major cost saving, from reduced overheads, facility consolidations and use of the best systems of each railroad, will improve efficiency and justify increased investment to expand capacity and improve service, all to the benefit of shippers.

Competition will be strengthened in all markets. Experience shows that two strong railroads with wide-market reach provide intense competition. The two rail systems will provide stronger competition than three railroads, one of which is struggling. Southern Pacific has by far the most extensive shipper coverage in California, and most of SP's California customers are exclusively served by SP. SP customers have had to cope with service problems and uncertainties as to SP's finances. The UP/SP merger will provide SP shippers the assurance of top-quality service with a financially strong railroad that can afford the capital investments necessary to build new capacity, implement new technology, and continually improve its operations.

I hope the Interstate Commerce Commission (ICC) will approve this historic merger which is so crucial to my constituents and the economy of our state.

Best regards,

DAVE KELLEY

DK/gw

cc: Wayne Horiuchi
    UPRR, Special Representative

    Sande George
    SP, Legislative Advocate
October 23, 1995

Ms. Linda Morgan
Interstate Commerce Commission
12th Street and Constitution Avenue, NW
Washington, D.C. 20423

Dear Ms. Morgan:

I am an Iowa State Senator and farmer in Northwest Iowa. I strongly support the merger of Union Pacific and southern Pacific railroads. My reason for this support are based primarily upon the significant need that Iowa has to improve the delivery of Iowa grain from many parts of the state, and the need for the opening of new markets, especially in the southwest part of this county and in Mexico.

Iowa shippers will definitely benefit from the fact that Union Pacific and Southern Pacific can offer a faster intermodal service between the midwest and the San Francisco Bay area. The merged carrier will have a much shorter route than currently exists today from either the Union Pacific or the Southern Pacific. Iowa grain and grain product producers will gain a new single-line access to the Southern Pacific-served consumers in the pacific southwest. Additionally, Iowa shippers can gain a more direct route for export to Mexico. I believe that the merger also will expand the efficient use of the Unit grain Train Program, which will improve covered-hopper utilization. Any increased opportunities for movements of covered hoppers will greatly assist farmers in Iowa.

Please support Union Pacific/Southern Pacific merger for the benefit not only of Iowans, but the many people who do business with producers and shippers in the state.

Sincerely,

Senator John P. Kibbie

cc: Vernon A. Williams—Secretary ICC
David Fischer, Director Government Affairs
Union Pacific RR
1416 Dodge Street, Rm 801
Omaha, NE. 68179

/ck
Mr. Vernon Williams  
Secretary, Interstate Commerce Commission  
12th and Constitution Avenue, N.W.  
Washington, D.C. 20423  

Dear Secretary Williams:

As Speaker of the Arizona House of Representatives, I have dealt with many issues concerning economics and business and as a result, I am very well versed on the railroad industry in the State of Arizona. It is with this knowledge and concern that I ask you to support the merger between Union Pacific and Southern Pacific, Finance Docket No. 32760—Union Pacific Corp. et al. --Control and Merger-- Southern Pacific Rail Corp. et al..

Arizona is a State that relies to a significant degree on its transportation infrastructure. We are one of the few states that shares a border with Mexico and has major concerns with the economic and trading issues that have come with NAFTA. Unfortunately, our current transportation choices are limited. By supporting this merger you will be fostering a healthy competitive environment which will in turn make the remaining railroad companies much more user friendly to Arizona’s business community.

The new UP/SP will provide the extended single-line rail transportation throughout the Western United States. Additionally, the merger opens the possibility for new routes and the opening of new rail markets. This concept could ultimately be an answer to one of the issues we have been wrestling with this summer in Interim Committees. We are working with Mexico to deal with some of the transportation issues relating to the NAFTA agreement. As of December 17, 1995, for the first time a truck shipment originating from Mexico will be able to drive to and through our State directly to their point of destination.
As a result of this new transportation freedom, our roads will be much more congested both North and South (from Mexico through our State) and East and West due to Mexican trucks taking advantage of our freeway system on rout to California and back. New railroad options will help ease our freeway congestion, street traffic and custom delays. This merger will provide many more opportunities and better service for our Arizona companies and the people of both Arizona and beyond.

It is my hope that the commission will move expeditiously to approve the merger. Please feel free to contact me if you have any questions.

Very truly yours,

MARK W. KILLIAN
Speaker of the House
Representative Mark Killian, being first duly sworn, deposes and says that he has read the foregoing document, knows the facts asserted therein, and that the same are true as stated.

Representative Mark Killian

Subscribed and sworn before me this 2nd day of November 1995.

Tara L. Norris
Notary Public

My Commission Expires: August 30, 1998
The Honorable Vernon A. Williams  
Secretary, Interstate Commerce Commission  
Twelfth Street and Constitution Avenue, N.W.  
Room 2215  
Washington, D.C. 20423


Dear Secretary Williams:

I write to lend my full support to the merger of the Union Pacific and Southern Pacific Railroads. The proposed UP/SP merger will create a competitor that is fully the equal of BN/Santa Fe, thereby ensuring a market crucial to California’s continued economic growth and to the nation’s domestic and international competitiveness.

A UP/SP merger will provide California producers with more efficient movement of their products to all markets through greatly improved service, greater speed, reliability and more frequent scheduling. A merger will allow the implementation of new technology, a certainty of financial stability and assure the continued service of two strong railroads reaching throughout the western United States to the Mississippi River corridor.

Again, I urge your approval of the merger of the Union Pacific Railroad and the Southern Pacific Railroad and appreciate your consideration of this proposal.

Sincerely,

WILLIAM J. "PETE" KNIGHT

OCT 03 1995

WJK: mw
October 17, 1995

Honorable Vernon A. Williams
Secretary, Interstate Commerce Commission
Twelfth Street and Constitution Avenue, N.W.
Room 2215
Washington, D.C. 20423


Dear Secretary Williams:

I am writing to urge your agency's approval to the proposed merger between Union Pacific (UP) and Southern Pacific (SP) Railroad Companies. I believe this merger will provide significant economic benefits not only to the companies involved, but to the State of California and the Western United States as well.

A combined UP/SP Railroad will have the required capital, shipping routes, and people needed to provide quality service at more competitive rates than currently available. The UP/SP R.R. will have the financial resources to afford capital investments needed to build new tracks and implement new technology that neither company on its own would be able to afford, thus driving down operating costs to consumers. UP/SP R.R. will have the increased track capacity that will reduce delays, increase reliability, and provide mileage savings to customers. A more competitive company will provide long-term job stability and growth as routes are constructed and trade from California to other states and countries increases.

Southern Pacific Railroad has indicated that it is not able to competitively compete with a combined Burlington Northern/Santa Fe R.R. It makes sense to combine the UP/SP R.R.'s in order to form another company that will offer direct competition to BN/Santa Fe, resulting in better routes, faster service, and lower prices for the consumers and businesses of California and the West Coast. I respectfully request the approval of the UP/SP merger in light of the aforementioned positive effects that will result.

Sincerely,

DAVID KNOWLES
Assemblyman, 4th District
November 8, 1995

Honorable Vernon A. Williams  
Secretary  
Interstate Commerce Commission  
Room 2215  
Twelfth Street & Construction Ave., N.W.  
Washington, D.C. 20423

Re: Finance Docket No. 32760, Union Pacific - Control and Merger - Southern Pacific

Dear Secretary Williams:

I write to advise the Commission that as Chairman of the Missouri House Transportation Committee I strongly support the proposed merger of the Union Pacific and Southern Pacific Railroads. Union Pacific, through its subsidiary Missouri Pacific, provides substantial service in Missouri. We have found UP to be responsive to the needs of Missouri communities and Missouri shippers. SP also serves a number of shippers in Missouri, and some of SP’s Missouri customers are exclusively served by SP. We are concerned about the viability of the SP standing alone, and we want to be sure Missouri shippers continue to have effective competitive alternatives. We believe this proposed merger between Union Pacific and Southern Pacific will bring substantial benefits to Missouri’s shippers, workers and consumers.

The Commission has now approved the BN/Santa Fe merger. The new BN/Santa Fe system will be a strong competitor with an extensive route system for both east-west and north-south traffic. It will be important to have another strong railroad serving Missouri in order to provide a vigorous competitive alternative for Missouri shippers and consumers. Having two strong competitors will

"Common Sense, Plus Hard Work, Equals Progress"
serve the interest of Missouri shippers better than having one strong competitor and two smaller competitors. The UP/SP merger will provide far more effective competition for BN/Santa Fe than the UP and SP separately. In addition, UP/SP have committed to provide new rail access to the few points in Missouri that are currently served only by UP and SP.

The UP/SP merger will provide a number of benefits to Missouri shippers. The State's shippers will enjoy faster, more reliable intermodal service between northern California and both St. Louis and Kansas City than either carrier alone could offer. Missouri's carload shippers will also benefit from the much improved service to northern California - greater speed, reliability and frequency of schedules - as a result of mileage savings, grade improvement and operating efficiencies.

The combined UP/SP also will offer faster, more reliable intermodal service to southern California than either carrier alone could offer. In addition to saving miles over UP's existing routes, we expect that an upgrade of SP's lines between Kansas City and southern California will result in greater capacity and faster service on those lines. In addition, SP Missouri shippers will gain faster, more direct single-line routes to the Intermountain Area, the Pacific Northwest, and the leading Mexican gateway of Laredo, while UP shippers will enjoy new single-line service to points in Louisiana, Texas, California, Illinois, Arkansas, Kansas and Colorado, to name a few.

Following the merger, Missouri grain elevators will gain single-line service to many more grain buyers served by SP's lines in the Pacific Southwest and western Mexico. Moreover, the seasonal patterns of grain demand will allow UP/SP to improve equipment utilization by backhauling wheat from SP points in covered hoppers used to move Missouri feed grains to SP points in the Southwest. Any improvement in the supply of ears to move grain is a benefit for Missouri agriculture.

Unfortunately, SP customers have had to cope with service problems and uncertainties as to SP's finances. Among other things, Missouri shippers using SP have faced significant delays and equipment shortages. The UP/SP merger will provide SP shippers the assurance of top-quality service, as well as financial resources to support capital investments necessary to build new capacity, acquire needed equipment, and continually improve operations.

The strengthening of these important rail lines in Missouri will also benefit Missouri's rail workers. The jobs of these workers will be more secure if the merger is approved, allowing UP and SP to meet the competitive challenge of the BN/Santa Fe merger. Moreover, with the improvements in service,
Honorable Vernon A. Williams
November 8, 1995
Page 3

State officials expect that the merger will result in an increase in overall employment due to increased traffic through the major terminals at Kansas City and St. Louis.

As Chairman of the Missouri House Transportation Committee I urge the Commission to act promptly to approve the merger of Union Pacific and Southern Pacific.

Warm Personal Regards,

Don Keller

DK: 19
Ms. Linda Morgan  
Interstate Commerce Commission  
12th Street and Constitution Avenue, NW  
Washington, D.C. 20423

Regarding: Finance Docket 32760

Dear Ms. Morgan,

I write to urge your approval of the merger of the Union Pacific and the Southern Pacific railroad. As an Iowa State Senator and a business executive, I believe a unified system will produce a railroad that is better capitalized, thus stronger financially and better able to offer superior customer services to the shippers in this state. Using a combination of lines, greater efficiencies can be gained, thus improving quality and cost of services. Certainly the combination will provide greater service for midwestern customers to the west and to the south.

The merged railroad will be much more likely to reduce overhead, to maintain and invest in appropriate equipment and to make the necessary facility consolidations to improve efficiency. I know shippers in my district are in support of this merger.

For all of these reasons, please approve the Union Pacific and Southern Pacific Merger application.

Thank you for your consideration of these matters.

Sincerely,

Mary Kramer  
State Senator
Honorable Vernon A. Williams  
Secretary  
Interstate Commerce Commission  
Twelfth Street and Constitution Avenue, N.W.  
Room 2215  
Washington, D.C. 20423

RE: Finance Docket No. 32760, Union Pacific Corp., et al. --  
Control & Merger -- Southern Pacific Rail Corp., et al

Dear Secretary Williams:

As Chair of the Nebraska Legislature’s Committee on Transportation, I am writing to strongly urge your prompt approval of the proposed merger between the Union Pacific and Southern Pacific Railroads.

Union Pacific Railroad has a long and favorable history with the State of Nebraska, dating back over 130 years to the early days of settlement and statehood. It is no exaggeration to suggest that the early growth of Nebraska was a direct result of the designation of the Union Pacific route through Nebraska by President Abraham Lincoln. Most of our larger cities and towns, including my own, were established or flourished because of proximity to the Union Pacific mainline.

The contribution of Union Pacific Railroad to the economy of Nebraska continues today. UP provides accessibility to extensive markets for Nebraska agricultural products
and consumer goods, delivers low-cost, low-sulphur coal for electrical generation, pays significant taxes, provides one of the largest payrolls in the state for Nebraska workers, and maintains itself as a solid corporate citizen that Nebraska can be proud of.

All of these attributes and contributions will be enhanced and strengthened by approval of the proposed merger, which will allow for significant expansion of markets for Nebraska shippers. A stronger, more competitive railroad accrues benefits not just to the benefit of Nebraska shippers, but to Nebraska consumers, workers and the public-at-large, as well.

My support for this proposed merger is not intended to disparage Nebraska's other significant Class 1 railroad, the Burlington Northern, but with your recent approval of the BN/SF merger, you will place the Union Pacific and its shippers and customers at a permanent economic disadvantage if Union Pacific is not allowed to respond in kind and achieve a measure of competitive parity in the marketplace through merger with the Southern Pacific Railroad. The presence in Nebraska of two strong, competitive railroads will benefit shippers, consumers, workers, one tax base, and economy. I urge your approval of the proposed merger.

Sincerely,

[Signature]

Douglas A. Kristensen

DAK:j
October 18, 1995

Interstate Commerce Commission

To Whom It May Concern:

As State Representative of District 45, one of the fastest growing areas in Central Texas, I would like to take this opportunity to give my support for the proposed merger of the Union Pacific and Southern Pacific railroads.

Our district will certainly receive more efficient, reliable service. This not only applies to local and in-state service but to intrastate markets such as California as well. This will be of significant benefit to a rapid growing economy in Central Texas and our neighbors to the south. Another benefit will be the increased railroad competition.

Thank you for your consideration. If I can answer any questions for you, please feel free to contact me.

Sincerely,

Edmund Kuempel
Dear Secretary Williams:

I am writing to urge the support of the Interstate Commerce Commission for the proposed merger between the Union Pacific Railroad (UP) and the Southern Pacific Railroad (SP). This merger will contribute many factors which will help to provide long-term, top-quality service from a financially strong railroad.

Some of the beneficial ramifications from this merger will include: improving service and strengthening competition, meeting the competitive challenge of BN/Santa Fe, and the problems of SP service, finances and capital constraints will be overcome.

The key service improvements for California shippers are numerous. The merger will render the first truck-competitive single-carrier rail service ever between Seattle/Tacoma and both southern and northern California. Also, transcontinental carload shippers, such as California's lumber producers, canners and perishables dealers, will see greater speed, reliability and frequency of schedules.

Major cost savings, from reduced overheads, facility consolidations and use of the best systems of each railroad, will improve efficiency and justify increased investment to expand capacity and improve service, all to the benefit of shippers and to the State of California.

Again, I ask you to support the merger between Union Pacific Corporation and Southern Pacific Rail Corporation. Thank you for your consideration.

Sincerely,

STEVEN T. KUYKENDALL
Assemblyman, 54th District

STK:kag
October 25, 1995

The Honorable Vernon A. Williams  
Secretary  
Interstate Commerce Commission  
Twelfth Street and Constitution Ave., NW  
Room 2215  
Washington, D.C. 20423


Dear Mr. Williams:

This is to communicate my support for the merger application of the Union Pacific and Southern Pacific railroads which I believe will strengthen our rail transportation service in Louisiana.

I am aware of the announcement that the Union Pacific have concluded an arrangement, as a condition to the merger, that would grant the large Burlington Northern-Santa Fe Railroad rights to serve from New Orleans to Lake Charles in our Louisiana southern rail corridor. This will maintain a strong rail presence here for our rail users and offer some new opportunities for improved service.

New Orleans to California service will be improved as Union Pacific's lines east of Houston will be utilized and upgrading the Southern Pacific tracks west of El Paso will assure the strongest available route for shippers. It is expected that the New Orleans to St. Louis-Chicago rail corridor will be improved through greater coordination of rail terminals. Service opportunities will increase in the north-south traffic as shipments can move directly over Union Pacific routes rather than having to be routed over Southern Pacific's lines to Houston.

There are cost savings expected to Louisiana shippers as a result of reduced overhead, more efficient usage of
equipment, rail facility consolidations and shorter routes. Additionally, it is anticipated that a new New Orleans-Dallas-Amarillo-Denver-Pacific Northwest service will be initiated linking the Port of New Orleans to those points and beyond. We expect that Louisiana service, improvements and efficiencies will provide new marketing opportunities for our rail customers and increase their competitive positions with their products.

I urge your approval of the merger to obtain the benefits identified in this consolidation of these two companies.

Sincerely,

Charles D. Lancaster, Jr

CDL/kfe
September 28, 1995

Ms. Linda Morgan  
Chairperson  
Interstate Commerce Commission  
12th Street and Constitution Avenue, NW  
Washington, D.C. 20423

RE: Finance Docket 32760 - Union Pacific/Southern Pacific

Dear Chairperson Morgan:

My name is Louis I. Lang. I am a member of the Illinois General Assembly and the minority spokesperson for the Civil Judiciary Committee.

The purpose of this letter is to formally advise you that I support the Union Pacific and Southern Pacific merger.

My reasons for supporting this acquisition are as follow:

- **Optimal Use of Both Rail Lines and Facilities**  
The combined system will greatly reduce transit times by utilizing the most direct route available for customer shipments.

- **Reducing Transit Times by Differentiating Traffic In Separate Corridors**  
Significant improvements in transit time will be realized by separating traffic by category into different routes. Intermodal traffic, as an example, can be moved to SP's Tucumcari route, while manifest traffic can be concentrated more on UP's Central Corridor route. Separating this traffic into different routes will reduce delays, improve consistency and produce faster transit times.
In Increased Competition

Competition will be strengthened by meeting the challenge presented by the BN/SF merger. Customers will enjoy the benefits of the best combined UP/SP routes, coordinated facilities, directing capital investments where they make the most sense, and strengthening competitive options.

Sincerely,

Louis J. Lang
State Representative
16th District

LIL/ga

cc: Mr. Vernon A. Williams
Secretary ICC
Mr. Thomas Zapier
October 6, 1995

The Honorable Vernon A. Williams, Secretary
Interstate Commerce Commission, Room 2215
Twelfth Street and Constitution Avenue, NW
Washington, D.C. 20423

Re: Finance Docket No. 32760, Union Pacific Corporation et al. - Control & Merger—Southern Pacific Rail Corp. et al.

Dear Secretary Williams:

I write in support of the proposed merger of the Union Pacific and Southern Pacific Railroads.

I believe that this merger will improve service and strengthen competition with BN/Santa Fe, and California will greatly benefit from this. UP/SP will provide the first truck-competitive rail service ever between the Seattle/Tacoma area and both southern and northern California. The businesses and travelers of my area need this transportation option and the new capacity that this merger will create. California’s industry needs greater speed, reliability and frequency of scheduled routes—all factors which can result from this merger.

I encourage you to give this merger application your most favorable consideration. If I can provide you with any additional information, please do not hesitate to call. Thank you.

Sincerely,

BILL LEONARD
Honorable Vernor A. Williams, Secretary  
Interstate Commerce Commission  
12th Street and Constitution Avenue, N.W., Room 2215  
Washington, D.C. 20423  

RE: Finance Docket No. 3276C, Union Pacific Corporation, et al. – Control and Merger  
– Southern Pacific Rail Corporation, et al.

Dear Mr. Williams:

It is with sincerity and conviction that I write to express my support of the proposed merger between Union Pacific Corporation and Southern Pacific Rail Corporation. The proposal will facilitate the increased and improved competition with Burlington Northern (BN)/Santa Fe Railroad.

From reviewing the details of the proposal, it is apparent that access and service to significant markets will be markedly improved by consolidating the UP/SP lines. Anticipated major cost savings from reduced overheads, facility consolidations and use of the best systems of each railroad will ultimately be realized by consumers. Competition between BN/Santa Fe and a merged UP/SP in California transcontinental markets will be much stronger than competition between BN/Santa Fe and UP and SP separately.

As well, although SP provides by far the most extensive shipping coverage in California, and most of SP’s customers are exclusively served by SP, those customers have had to cope with service problems and uncertainties resulting from SP’s unstable finances. The UP/SP merger will provide SP shippers the assurance of top-quality service with a more financially secure railroad that can afford the capital investments necessary to increase capacity, implement new technology and continually improve its operations.

For these reasons, I urge favorable consideration of UP/SP’s merger proposal.

Your attentive consideration to this important matter will be most appreciated.

Sincerely,

TIM LESLIE  
Senator, First District  

October 4, 1995
November 2, 1995

The Honorable Vernon A. Williams, Secretary
Interstate Commerce Commission
Twelfth Street and Constitution Avenue, NW
Room 2215
Washington, D. C. 20423

RE: Finance Docket N. 32760, Union
Pacific Corporation, et al -
Control & Merger - Southern Pacific
Rail Corporation, et al.

Dear Secretary Williams:

I am submitting this letter in support of the proposed Union Pacific Railroad - Southern Pacific Railroad merge. The proposed merger should enhance opportunities for Wyoming producers to reach new import and export markets. The faster and more efficient rail service will justify increased investment to expand rail capacity and increase employment and economic growth in Wyoming.

I support the merger of the Union Pacific and Southern Pacific Railroads as a means to improve rail service and to enhance economic growth in Wyoming. I respectfully request your prompt approval of the merger.

Sincerely,

Patti L. MacMillan
State Representative

cc: David Fischer
Union Pacific Railroad Company
1416 Dodge Street, Rm. 801
Omaha, NE 68179
Ms Linda Morgan
Chairperson
Interstate Commerce Commission
12th Street and Constitution Avenue, NW
Washington, DC 20423

Re: Fiance Docket 32760 - Union Pacific/Southern Pacific

Dear Chairperson Morgan:

My name is Robert A. Madigan. I am a member of the Illinois General Assembly representing the 45th district.

The purpose of this letter is to formally advise you that I support the Union Pacific and Southern Pacific merger.

The UP/SP merger will dramatically improve service and strengthen competition. The merged system will meet the competitive challenge of BN/Santa Fe. Problems of SP customers will have the assurance of long-term, top-quality service from a financially strong railroad. Therefore, I fully support this acquisition.

Sincerely,
Robert A. Madigan
State Senator
45th District

cc: Vernon A. Williams
Secretary ICC

David Fischer
Director Government Affairs, Union Pacific Railroad
1416 Dodge Street, Room 801
Omaha, NE 68179
October 18, 1995

The Honorable Vernon A. Williams
Secretary
Interstate Commerce Commission
Twelfth Street and Constitution Avenue, N.W.
Room 2215
Washington, D.C. 20423


Re: Proposed Union Pacific/Southern Pacific Merger

Dear Mr. Williams:

This letter is to convey to you my support for the proposed merger of the Union Pacific and Southern Pacific railroads. Dallas is a pivotal rail hub in the State of Texas. Union Pacific, Southern Pacific, and Burlington Northern/Santa Fe and Kansas City Southern all serve our city. The Union Pacific/Southern Pacific merger, in my opinion, will benefit Dallas and the businesses located in the Dallas area.

Dallas shippers will have a highly efficient single-line route through New Mexico, Arizona and California as a result of the UP/SP merger. Having announced that they plan to upgrade the lines between Dallas and southern California, UP/SP will offer shippers mileage savings and service improvements, which will produce less highway congestion as a result of reduction in truck traffic. Service to Memphis, St. Louis, and Chicago, and for connections to the Northeast, will also improve as a result of coordination of terminals and the ability of UP/SP to pre-block traffic so that it can be run around terminals.

The merger-related agreement reached by UP, SP and BN/Santa Fe will also benefit Dallas since BN/Santa Fe will gain trackage rights permitting access to a number of important points in Texas, as well as a direct route between Houston and New Orleans. This agreement will also provide Dallas shippers with significant new service options.

We in Dallas recognize that the UP/SP merger will ensure improved service for Dallas shippers that use SF. In recent years, SP has had severe service problems due to limited track capacity, terminal congestion, and equipment shortages. This has caused significant delays for our shippers. Frankly, our business community has been growingly concerned about SP's continued viability. The SP merger with UP will provide SP with adequate financial resources to make the necessary capital investments and effective management resources.
I also am of the opinion that the UP/SP merger will strengthen rail competition in the Dallas area. The Burlington Northern and Santa Fe Railroads have created a large and efficient route system, with great competitive assets, as a result of their merger. There is no other railroad today large enough or efficient enough to provide real competition to BN/Santa Fe. If UP and SP merge, they would provide effective competition. Two strong competitors are better than having four large powerful rail carriers with smaller competitors that do not provide a realistic competitive alternative. I urge the Commission's approval of the proposed merger.

Sincerely,

[Signature]

Kenny Marchant
State Representative
District 99
The Honorable Vernon Williams  
Secretary, Interstate Commerce Commission  
12th Street and Constitution Avenue, Room 2215  
Washington, D.C. 20423

RE: Finance Docket #32760 Union Pacific Corp., et al  
Control & Merger  
Southern Pacific Rail Corp., et al

Dear Secretary Williams:

I am writing to urge the Interstate Commerce Commission to approve the proposed merger of the Union Pacific Railroad (UP) with Southern Pacific Railroad (SP).

The merger between the UP and SP will greatly enhance service and strengthen competition in our region. Both intermodal and carload traffic moving between California and locations in the Mid-West and South will benefit. Transcontinental carload shippers such as lumber producers, canners and perishable dealers will see greatly improved service. All will realize greater speed, reliability and frequency of schedules -- as a result of mileage savings, gradient improvements and operating efficiencies.

Secretary Williams, I am sure you are aware SP has had financial and capital constraints. The unifying of these two great carriers will alleviate these constraints while providing California rail customers the assurance of long-term, quality service from a financially strong railroad.

For these and many other reasons, I strongly urge the Commission’s approval of the merger.

Kind Regards,

BOB MARGETT  
Assemblyman, 59th District
November 6, 1995

Mr. Vernon A. Williams  
Secretary  
Interstate Commerce Commission  
12th and Constitution Avenue, N. W.  
Washington, D. C. 20423  

Re: Union Pacific/Southern Pacific Merger

Dear Secretary Williams:

As a member of the New Mexico House of Representatives, I am pleased to lend my support to the proposed merger of the Union Pacific (UP) and Southern Pacific (SP) railway systems. The operation of the railroad is very important to the communities in my District in general. I feel this merger will significantly strengthen the rail system serving our area and the entire State of New Mexico.

Joining the two systems will provide a direct single rail link for SP shippers in New Mexico to all points served additionally by UP. SP shippers in New Mexico will receive shorter routes and faster schedules in addition to the extensive new single line service. We understand that this merger, when approved, will put SP on a much stronger competitive footing with the newly merged Burlington Northern and Santa Fe railway systems, which also serve our State.

The proposed merger with UP is also necessary to help SP overcome its current service problems and the continuing uncertainties as to SP’s finances in general. The UP/SP merger will provide SP shippers the assurance of top quality service with a financially strong railroad that can afford the capital investments necessary to build new capacity, and provide efficient, competitive rail service to the benefit of the many employees of the railroads, our citizens generally and the entire economy of New Mexico.

Sincerely,

Terry T. Marquardt  
House of Representatives  
(R-Otero-District 53)  
903 New York Avenue  
Alamogordo, New Mexico  88310
October 10, 1995

The Honorable Vernon A. Williams  
Secretary  
Interstate Commerce Commission  
Twelfth Street and Constitution Avenue, N. W.  
Room 2215  
Washington, D.C. 20423

RE: Finance Docket No. 32760, Union Pacific Corporation, et al - - Control & Merger  
Southern Pacific Rail Corporation, et al

Dear Mr. Williams:

This correspondence is for the purpose of expressing support for the merger application of the Union Pacific Railroad and Southern Pacific Railroad.

This merger is expected to produce considerable service benefits to Louisiana and states that, operating separately, could not be achieved. I understand that this combined railroad system will offer faster schedules, more reliable service, shorter routes and improved utilization of rail equipment.

Rail users in my part of Louisiana will benefit by a single line service through New Mexico, Arizona and to California, not previously available to Union Pacific shippers in Northeast Louisiana. Southern Pacific customers in South Louisiana will be able to utilize through routes of the Union Pacific System and Associated service improvements in northern routes instead of going through Houston, Texas.

There is strong competition in transportation presently and this proposed merger will produce sufficient cost savings to customers that can only heighten competitiveness and enhance efficiency throughout the railroad corridors.
With these benefits and others, I'm pleased to support the application for the merger and urge your acceptance and approval.

Sincerely,

Charles R. McDonald
Representative
District 14
The Honorable Vernon A. Williams, Secretary
Interstate Commerce Commission
Twelfth Street and Constitution Avenue, N.W.
Room 2215
Washington, DC 20423

Re: Finance Docket No. 32760, Union Pacific Corporation, et al --
Control & Merger -- Southern Pacific Rail Corporation, et al

Dear Mr. Williams:

The Union Pacific and Southern Pacific Railroads have submitted an application to merge the two companies and this letter is to express my support for the merger and to encourage your approval of the application. This merger is expected to build a stronger railroad that will offer faster transit times, more reliable service, shorter routes, improved equipment supply to customers, and new marketing opportunities.

Union Pacific served customers in this area will be able to take advantage of a faster, more efficient route to California opening up new opportunities for rail customers here and for sources of products in the western states that are consumed here. A direct route for our chemical products to New Mexico, Arizona and California will expand those markets. There is an improved route for our chemical customers to the Rocky Mountain area and connections to Western Canada and faster transit times to Chicago-St. Louis through New Orleans. It is expected that additional storage capacity will be available for plastic customers. Greater usage of Union Pacific's new rail facilities near Baton Rouge is expected to mean increased employment in Louisiana. Union Pacific served power plants will gain access to Colorado and Utah coal producers and to Union Pacific served barge facilities on the Mississippi River.

The various benefits of the merger will enable rail users to become more competitive and provide opportunities for an expanded market for products. Utilizing the best routes and terminals of both companies will provide a higher quality rail network for all rail users and should result in cost savings that make rail usage more attractive and competitive as a transportation mode.
Thank you for considering these views and your approval of the merger application is urged at the earliest opportunity.

Very truly yours,

[Signature]

Rep. Chuck McMains

CM/ad
The Honorable Vernon A. Williams  
Secretary  
Interstate Commerce Commission  
Twelfth Street and Constitution Avenue, N.W.  
Room 2215  
Washington, DC  20423


Dear Secretary Williams:

As a Wyoming State Legislator, I am writing to strongly urge your prompt approval of the proposed merger between the Union Pacific Railroad and the Southern Pacific Railroad.

The State of Wyoming and my home county (Campbell County) have prospered from Union Pacific Railroad's presence in the Powder River Basin coal fields. The contribution of Union Pacific Railroad to the movement of Wyoming coal to markets throughout the United States has been tremendous. The delivery of low-cost, low-sulphur coal for electrical generation provide one of the largest revenue returns to Wyoming's state budget. The merger of Union Pacific and Southern Pacific will enhance and strengthen the ability to move Wyoming products to new export and import markets. Coal mines in the Powder River Basin will gain single-line access to Southern Pacific Railroad served power plants and other Wyoming products will have access to single-line services to numerous points served exclusively by Southern Pacific in Colorado, California, Arizona, New Mexico, Texas, the Gulf Coast, and the Midwest.

Strong competition among railroads provides numerous benefits to shipper, and to the economy. I strongly urge your approval of the proposed UPRR/SPRR merger.

Sincerely,

George McMurtrey, MD, FACS  
Rep, H.D. 52  
Rozet, WY 82727

cc: David Fischer  
(Union Pacific Railroad Company  
1416 Dodge St., Rm. 801  
Omaha, NE  68179)
October 3, 1995

The Honorable Vernon A. Williams  
Secretary, Interstate Commerce Commission  
Twelfth Street and Constitution Avenue, N.W.  
Room 2215  
Washington, D.C. 20423

Dear Secretary Williams:

I respectfully urge your support of the Union Pacific Railroad and the Southern Pacific Railroad proposed merger.

The proposed merger of the Union Pacific Railroad and the Southern Pacific Railroad will dramatically improve service to customers and strengthen competition. Additionally, this merger will remove Southern Pacific Railroad from increasing financial constraints which lead to customer service problems.

Transcontinental rail shipping is vital to the economy of California and our nation. The merger of these two companies is a positive step toward transportation efficiency.

Thank you for considering my views on this issue. I look forward to hearing your final decision.

Sincerely,

BRUCE MCPHERSON  
Assemblyman
October 13, 1995

Ms. Linda Morgan, Chairperson
Interstate Commerce Commission
12th Street and Constitution Avenue, NW
Washington, DC 20423

Re: Union Pacific/Southern Pacific
Finance Docket 32760

Dear Chairperson Morgan:

As a member of the Illinois General Assembly in the capacity of State Representative for the 7th Legislative District, I am deeply concerned about the future development of opportunities and benefits provided citizens of Illinois and customers of Union Pacific and Southern Pacific under their acquisition for merger. I strongly support this effort as the combined system will greatly reduce transit times by utilizing direct routes available for shipments promoting improved transit times, the customers will benefit from the financial stability and the merger will bring about a strong, efficient and competitive rail transportation.

I would like to formally advise you that I am in support of this merger as I believe the merge is a good one for the citizens and businesses of Illinois. I strongly urge you to approve their merger application.

Sincerely yours,

Eugene "Gene" Moore
State Representative 7th District

EM/rsh
cc: Vernon A. Williams, Secretary ICC
    David Fischer, Dir. Government Affairs, Union Pacific Railroad
September 28, 1995

The Honorable Vernon A. Williams, Secretary
Room 2215, Interstate Commerce Commission
Twelfth Street & Constitution Avenue, N. W.
Washington, D.C. 20423


Dear Secretary Williams:

I am writing to express my support for the proposed merger of the Union Pacific and Southern Pacific Railroads, and to urge the Interstate Commerce Commission to act favorably on the UP-SP application.

I am the California Assembly Member representing the 69th District, the Santa Ana/Anaheim/Garden Grove area. This area is served by both the Southern Pacific and the Union Pacific railroads. The UP-SP merger should be good for rail customers in our area, since it should dramatically improve service and strengthen rail competition.

The long-term health of the Southern Pacific has been a concern, especially in the wake of the merger between the Burlington Northern and Atchison, Topeka & Santa Fe railroads. The Southern Pacific's financial problems have resulted in rail service problems for some businesses, and that situation would likely grow worse in the face of the BN-ATSF competitive threat. The UP-SP merger will provide the financial strength needed to meet the competitive challenge of the BN-ATSF. That will keep two-railroad competition strong and viable in this part of Orange County.
California producers should enjoy improved service and better rail access to their suppliers and customers, as a result of the shorter routes and more efficient operations of the combined railroads. Orange County businesses will have the benefit of significantly shorter rail routes to Dallas and Memphis, for example. Orange County businesses now served by the SP will also gain single-railroad service to important UP junctions in the Pacific Northwest, Texas and Louisiana, and the industrial Midwest will also gain single-railroad service to important UP junctions in the Pacific Northwest, Texas, and Louisiana, and the Midwest.

The combination of the Union Pacific and Southern Pacific will also allow the merged company to provide the first truck-competitive single-carrier rail service ever between southern California and the Seattle/Tacoma area, taking trucks off overloaded Interstate 5 which cuts through our area, and providing shippers with new rail service opportunities up and down the West Coast.

In short, the proposed UP-SP merger should provide substantial public benefits to businesses and individuals in Orange County, and I urge the Commission to give it your approval.

Sincerely,

Jim Morrissey
6th, District
October 12, 1995

Mr. Vernon A. Williams, Secretary
Interstate Commerce Commission
Room 2215
Twelfth Street & Constitution Avenue NW
Washington DC 20423

SUBJECT: Finance Docket No. 32760, Union Pacific Corporation
-- Control & Merger -- Southern Pacific Rail Corp.

Dear Mr. Williams:

I would like to offer my support for the Union Pacific and Southern Pacific Control and Merger proposal referenced above, and to urge the Interstate Commerce Commission to take action to approve the application.

The proposed merger of the Union Pacific (UP) and Southern Pacific (SP) would bring with it substantial benefits throughout California. Railroad customers should see improved rail service, as a result of shorter routes and better coordination of rail assets. After the merger, the combined UP/SP plans to initiate truck-competitive single-carrier rail service between Southern California and the Puget Sound region. If successful, that new service should divert freight from California’s North-South Interstate highways to the railroad, providing clear benefits to the motoring public.

Shippers of time-sensitive intermodal freight and automobiles from Southern California should see reduced delays and increased reliability for their rail shipments. Some shippers will obtain better access to distant markets, as their products and supplies will move via a single railroad rather than being handed off from one railroad to another.

For Southern Pacific customers, the UP/SP merger should provide an assurance that they will receive high-quality rail service from a financially strong railroad well into the future. They will gain the advantage of dealing with a merged railroad with a broad route structure, and one that has the financial resources needed to invest in capacity, technology and service improvements.

For all of these reasons, I support the proposed Union Pacific/Southern Pacific merger and urge the Interstate Commerce Commission to grant its approval for the merger.

Sincerely,

BILL MORROW
3rd Assembly District
September 21, 1995

Ms. Linda Morgan, Chairperson
Interstate Commerce Commission
12th Street and Constitution Avenue, NW
Washington, DC 20423

RE: Finance Docket 32760 - Union Pacific/Southern Pacific

Dear Chairperson Morgan:

I am writing in support of the Union Pacific and Southern Pacific merger that will improve service and strengthen competition, and insure a long-term, financially strong railroad.

Vigorous competition in the California-Chicago market is crucial to Illinois' continued economic growth. The proposed merger would allow Illinois shippers to benefit from shorter and more flexible routes, particularly in the Chicago-Oakland and St. Louis-Oakland corridors.

Combining the strengths of the Union Pacific and Southern Pacific will create a more efficient, stronger railroad, competitive with the BN/SF system. All Illinoisans will benefit from more reliable service, shorter routes, improved equipment supply and new market opportunities.

I feel this proposed merger deserves your approval.

Sincerely yours,

Rosemary Mulligan

RM/mai

cc: Vernon A. Williams, Secretary ICC
    David Fischer, Director Government Affairs
ATTACHMENT

Format to be used for verification:

STATE OF Illinois } SS.
COUNTY OF Cook ____________

Rosemary Mulligan ____________, being first duly sworn, deposes and says that he has read the foregoing document, knows the facts asserted therein, and that the same are true as stated.

Rosemary Mulligan

Subscribed and sworn to before me this __28____ day of September ______, 1995.

"OFFICIAL SEAL"
MARY ANN IRVINE
Notary Public, State of Illinois
My Commission Expires 10-26-97

My Commission Expires: 10-26-97

Format to be used for affirmation (alternative to verification):

I, ____________________________, declare under penalty of perjury that the foregoing is true and correct. Further, I certify that I am qualified and authorized to file this verified statement. Executed on ___________________________.

______________________________
September 29, 1995

Ms. Linda Morgan, Chairperson
Interstate Commerce Commission
12th Street and Constitution Avenue, NW
Washington, DC 20423

Re: Finance Docket 32760
Union Pacific/Southern Pacific

Dear Chairperson Morgan:

I am submitting this letter in support of the merger of the above referenced railroads.

It is my firm belief that the proposed merger will dramatically improve service to the consumer and strengthen competition.

Major cost savings, from reduced overheads, facility consolidations and use of the best systems of each railroad, will improve efficiency and justify increased investment to expand capacity and improve service, all to the benefit of shippers.

Please give this proposal your utmost consideration as you evaluate the merger between Union Pacific and Southern Pacific railroads.

Sincerely,

J. Philip Novak
State Representative
85th District

cc: Vernon A. Williams, Sec. ICC
    David Fischer, Dir. Government Affairs

172
September 22, 1995

The Honorable Vernon A Williams, Secretary
Interstate Commerce Commission
Room 2215
Twelfth Street and Constitution Avenue N.W.
Washington, D.C. 20423

Dear Secretary Williams:

As the Senate Transportation Committee Chairman of the Nevada State Senate, and a resident of Clark county, Nevada for over 43 years, I would like to express my support for the proposed merger between the Southern Pacific and Union Pacific railroads and to urge expeditious approval of this merger.

Nevada Shippers should see a number of benefits from the merger. Railroad equipment supply should be improved as the two railroads combine their fleets, and as the operations take advantage of some economies of scale. Nevada businesses that ship and receive freight by rail should gain extensive new single-line service. Nevada shippers on the SP points throughout California and in Arizona and New Mexico should see substantial cost savings generated by reducing overhead costs and improving efficiency. This is a definite advantage to the public.

The merger should protect the Southern Pacific financially. Merging the SP and UP should provide a strong railroad that can compete on an equal footing with the combined Burlington Northern and ATSF railroads.

Automobile and inter-model freight in the Las Vegas area is handled by UP at Las Vegas. With this merger, I believe Nevada rail customers will be assured of the high quality transportation service needed in our modern economy. I urge you to approve this merger.

Yours Truly

Bill O'Donnell
Senate Transportation Chairman
October 19, 1995

The Honorable Vernon A. Williams
Secretary, Interstate Commerce Commission
Twelfth Street and Constitution Ave., NW
Room 2215
Washington, DC 20423

Dear Secretary Williams:

The purpose of this letter is to convey my strong support for the proposed merger of the Union Pacific Railroad with the Southern Pacific Railroad.

My support is based on the expectation that such a merger will provide an economic boost to the Western United States, with specific benefit to my 34th Assembly District which includes some of the most important rail corridors in California.

The merger would also provide single-line service linking the Pacific Northwest to Southern California for the first time. The increase in track miles will allow for diversity in freight traffic and improve service for all customers of the new UP/SP rail line.

The flow of interstate commerce will be enhanced due to the increased coordination and inclusion of nearly every major city west of the Mississippi River. In addition, increased competition will be prevalent among the railroad companies in the Western United States, thereby reducing costs and improving service for all rail customers.

Because I have taken this position of support based on substantial and convincing evidence, I will be personally available should you have any questions about this correspondence.

With high personal regard, I am

Sincerely,

R. KEITH OLBERG
Assemblyman, 34th District

RKO:1h

Mr. Vernon Williams, Secretary  
Interstate Commerce Commission  
12th and Constitution Avenue, N.W.  
Washington, D.C. 20423  

Re: Finance Director No. 23760-Union Pacific Corp. Et al.--Control and Merger--Southern Pacific  

Dear Secretary Williams:  

As Chairman of the Transportation Committee of the Arizona House of Representatives, I would like to express my strong support for the proposed merger between Southern Pacific and Union Pacific. Our Transportation Committee has carefully reviewed transportation issues that Arizona will be facing in the coming years. In fact, we are currently studying rail transportation issues with interim hearings on rail issues. I have concluded this proposed merger of the UP/SP is the best thing that could happen for Arizona business.  

The new UP/SP routes will provide our suppliers with additional transportation choices, which will result in lower costs, better rail lines, greater speed, reliability, and frequency of schedules. This is critically important, especially given the presence of NAFTA. This will enable us to be part of a larger intermodal traffic system, which is important for our continued commercial growth. Since we are one of the states that borders Mexico, it is crucial for us to be able to continue to foster and improve our international trading relationships. Another interim committee of the Arizona Legislature has been studying the potential impacts of Mexican truckers on Arizona’s highway system. Additional vehicles will undoubtedly cause more congestion and wear and tear on our roads. This merger could provide additional rail services that could help these potential problems.  

I strongly urge the Commission to move quickly to approve the merger between Southern Pacific and Union Pacific. If I can provide any additional information, please feel free to call me.  

Very truly yours,  

Representative Jerry Overton  
Chairman, House Transportation Committee  

JO:svd
Representative Jerry Overton, being first duly sworn, deposes and says that he has read the foregoing document, knows the facts asserted therein, and that the same are true as stated.

Representative Jerry Overton
Ms. Linda Morgan, Chairperson  
Interstate Commerce Commission  
12th Street and Constitution Ave., NW  
Washington, D.C. 20423  

Re: Finance Docket 32760 - Union Pacific/Southern Pacific  

Dear Chairperson Morgan:  

I am a member of the Illinois General Assembly and serve as Vice-Chair of the House Transportation Committee.  

The purpose of this letter is to formally advise you that I support the Union Pacific and Southern Pacific merger.  

In my opinion, this merger will have a significant positive impact for Illinois shippers, as well as contributing to Illinois' continued economic growth. Combining the strengths of these two companies will create a more efficient, stronger railroad that offers customers a competitive alternative to the combined BN/SF system that neither railroad could offer on its own.  

It is my hope that the ICC will give it's approval to the merger application by the Union Pacific and Southern Pacific Railroads.  

Sincerely,  

Carole Pankau  
State Representative  

CC: Vernan A. Williams  
Secretary, ICC  

David Fischer  
Director Government Affairs  
Union Pacific Railroad  
Omaha, NE 68179
October 20, 1995

The Honorable Vernon A. Williams, Secretary
Interstate Commerce Commission
Twelfth Street & Constitution Avenue, N.W., Room #2215
Washington, D.C. 20423

REF: Finance Docket No. 32760, Union Pacific Corp., et al -
Control & Merger, Southern Pacific Rail Corp., et al

Dear Secretary Williams:

Please be aware that I fully support the proposed merger of the Union Pacific and Southern Pacific Railroads. This merger will dramatically improve and impact service competition in our region and the State of Texas.

The benefits of this merger are unlimited. This proposal will generate competition, service improvements and expansions, provide shippers a more efficient single-line route through New Mexico, Arizona, and California, resulting in mileage savings and less highway congestion due to reduction in truck traffic. It is also my understanding that UP/SP plan to increase the level of service between Fort Worth and Denver, and beyond, which will have a great economic impact.

I strongly encourage the Commission's favorable approval of this merger due to the overall economic impact, traffic reduction and the significant service options and cost savings to benefit all shippers. Thank you in advance for your consideration on this vital issue.

Sincerely,

Carolyn Park
State Representative
October 31, 1995

The Honorable Vernon A. Williams
Secretary
Interstate Commerce Commission
Thirteenth St. and Constitution Ave. N.W.
Room 625
Washington D.C. 20503

Re: Finance Docket No. 32760, Union Pacific Corp. et al.

Dear Secretary Williams,

I am writing to encourage the Commission’s approval of the Union Pacific/Southern Pacific merger. The combining of assets of these two major railroads will strengthen the transportation opportunities for Wyoming products. I believe the rail services of these two railroads will improve as a result of the merger and thus improve the competitive transportation environment here in Wyoming. The faster and more direct single-line service will open new access to Wyoming imports and exports.

The approval of the Union Pacific/Southern Pacific merger should provide significant benefits to Wyoming’s economy. Your approval would be appreciated.

Gordon L. Parks
Dear Chairperson Morgan:

As a member of the Illinois General Assembly, I am writing to express my support for the merger of the Union Pacific and Southern Pacific Railroads.

I am confident that the proposed merger will have a positive impact for the state of Illinois. Among other things, the proposed merger will result in:

(a) Improved transit service, allowing for more efficient, direct routes to expanded markets;

(b) Opens up the Mexican market and the barge facilities on the Mississippi River with single-line routes;

(c) More competitive access to new markets not formerly available; and

(d) A network offering countless opportunities because of coordinated facilities, directing capital investments where most appropriate.

I strongly encourage your positive response to the application for the merger of the Union Pacific and Southern Pacific Railroad.

Thank you for your consideration.

Sincerely,

Terry R. Parke
State Representative

October 3, 1995
cc: Vernon A. Williams  
Secretary, Interstate Commerce Commission  

David Fischer, Director  
Government Affairs  
Union Pacific Railroad  

STATE OF ILLINOIS )  
COUNTY OF COOK )  

I, TERRY R. PARKE, being first duly sworn, deposes and says that he has read the foregoing document, knows the facts asserted therein, and that the same are true as stated.

Terry R. Parke  

SUBSCRIBED AND SWORN TO  
BEFORE ME THIS DATE:  
October 3, 1995  

Notary Public
Ms. Linda Morgan  
Chairperson  
Interstate Commerce Commission  
12th Street and Constitution Avenue, NW  
Washington, DC 20423  

RE: Finance Docket 32760 - Union Pacific/Southern Pacific

Dear Chairperson Morgan:

As a member of the Illinois State Senate and as the Vice-Chair of the Senate Transportation Committee, I am writing in support of the Union Pacific and Southern Pacific merger.

The Union Pacific/Southern Pacific merger will dramatically improve service and strengthen competition. The merged system will meet the competitive challenge of BN/Santa Fe, problems of Southern Pacific service, finances and capital constraints will be overcome, and Southern Pacific customers will have the assurance of long-term, top-quality service from a financially strong railroad.

Additionally, there will be several key service improvements for Illinois shippers such as:

- The new systems’ routes will be significantly shorter than Union Pacific’s or Southern Pacific’s routes today in many important corridors, including Chicago-Oakland and St. Louis-Oakland.

- There will be greatly improved service for both intermodal and carload traffic moving between California and the gateways of Chicago and St. Louis. East St. Louis.

- Availability of alternative routing will provide Union Pacific/Southern Pacific with flexibility to reroute traffic to improve service. For example, intermodal and automobile traffic moving between southern California and Chicago will be concentrated on Southern Pacific’s Tucumcari route, and other traffic will be concentrated on Union Pacific’s Overland route. This will reduce delays, increase reliability and create new capacity for the merged system.

- Union Pacific/Southern Pacific will be able to challenge Santa Fe’s dominance of California-Chicago intermodal traffic for the first time. Vigorous competition in this market is crucial to Illinois’ continued economic growth and to the nation’s domestic and international competitiveness. Between Oakland and Chicago, mileage savings will allow Union Pacific/Southern Pacific to offer a new third-morning intermodal
service, which neither Union Pacific or Southern Pacific can do today. This service will equal or exceed BN/Santa Fe service. Between Los Angeles and Chicago, route specialization, plus linking Southern Pacific’s excellent L.A. Basin intermodal terminals with Union Pacific’s excellent Chicago-area terminals, will also improve service.

- Coordination and specialization of intermodal yards at Chicago will allow reduced drayage and improved efficiency.

- Union Pacific animal feed sources in Illinois will benefit from new single-line routes providing access to Southern Pacific receivers in Arizona, California and Texas, and Southern Pacific service gateways to Mexico.

- Southern Pacific Illinois shippers will gain direct, single-line routes to leading Mexican gateway of Laredo.

- Major cost savings, from reduced overheads, facility consolidations and use of the best system of each railroad, will improve efficiency and justify increased investment to expand capacity and improve service, all to the benefit of shippers.

- The merger applicants will accept conditions ensuring that all shippers that would lose two-railroad competition in the merger are served by a second railroad. There are no such “2-to-1” situations in Illinois.

- Southern Pacific’s chairman, Phil Anshutz, has said that Southern Pacific can’t make it alone in the wake of the BN/Santa Fe merger. The BN/Santa Fe system will be far larger than either Union Pacific or Southern Pacific. It will have crucial competitive strengths that Union Pacific or Southern Pacific separately lack. The Union Pacific/Southern Pacific merger will create a competitor that is fully the equal of BN/Santa Fe.

I look forward to a favorable response. Thank you for your consideration in this matter.

Sincerely,

Kathleen K. Parker
State Senator - 29th District

KKP:dpd

cc:  Vernon A. Williams, Secretary, ICC
     David Fischer, Director Government Affairs, Union Pacific
     Thomas Zapler, Chicago Office, Union Pacific
October 24, 1995

Mr. Vernon Williams, Secretary
Interstate Commerce Commission
12th and Constitution Avenue, N.W.
Washington, D.C. 20423

Re: Finance Docket No. 32760—Union Pacific Corp. Et al.—Control and Merger—Southern Pacific Rail Corp. Et al.

Dear Secretary Williams:

During my tenure in the Arizona Senate and especially in my role as Majority Leader, I have always worked to strengthen Arizona’s economy. I believe in private enterprise and a solid business environment that allows for open competition. By approving the merger of the Southern Pacific and Union Pacific Railroads, you will further strengthen the competitive situation in Arizona for rail shipment. This added competition will offer the companies and the people of Arizona more choices, better service and lower prices.

This proposed merger is especially important in the light of NAFTA. It is crucial that Arizona be part of a broader transportation infrastructure so that we can compete effectively in this vast new market place. Arizona business will be able to transport goods across the country much more efficiently and at a lower cost if this merger takes place.

Again, I strongly urge you to approve the merger between Southern Pacific and Union Pacific. If you should have any questions, please feel free to contact my office.

Sincerely,

THOMAS C. PATTERSON
Majority Leader

TCP/jm
STATE OF ARIZONA
COUNTY OF MARICOPA

Senator Tom Patterson, being first duly sworn, deposes and says that he has read the foregoing document, knows the facts asserted therein, and that the same are true as stated.

Senator Tom Patterson

Subscribed and sworn before me this 1st day of December, 1995.

Shirley L. Wheeler
Notary Public

My Commission Expires:

My Commission Expires Sept. 30, 1999
September 22, 1995

David Fischer  
Director Governmental Affairs  
Union Pacific Railroad  
1416 Dodge Street, Rm. 801  
Omaha, NE 68179

Re: Finance Docket 32760 - Union Pacific/Southern Pacific

Dear Mr. Fischer:

My name is Vince Persico. I am a member of the Illinois General Assembly.

The purpose of this letter is to formally advise you that I support the Union Pacific and Southern Pacific merger.

My reason for supporting this acquisition is as follows:

The Up/SP merger will dramatically improve and strengthen competition. The merged system will meet the competitive challenge of BN/Santa Fe. Problems of SP service, finances and capital constraints will be overcome, and SP customers will have the assurance of long-term, top-quality service from a financially strong railroad.

Thank you for your consideration on this matter.

Sincerely,

Vincent A. Persico

CC: Vernon Williams  
Secretary ICC  
Linda Morgan  
Chairperson ICC
The Honorable Vernon A. Williams
Secretary
Interstate Commerce Commission
Twelfth Street and Constitution Avenue, N.W.
Room 2215
Washington, D.C. 20423

Finance Docket No. 32760, Union Pacific Corporation, et al -- Control & Merger --
Southern Pacific Railroad Corporation, et al

Dear Mr. Williams:

This is to urge Interstate Commerce Commission approval of the merger application
submitted by the Union Pacific and Southern Pacific Railroads.

Our area in southern Louisiana will be a beneficiary of this merger and the consolidation of these
two companies plus additional service provided by the Burlington Northern Santa Fe will strengthen
considerably our railroad transportation.

Our rail shippers need the anticipated new shorter routes to new markets not readily available
previously. We need the access to Mexico to be obtained by the primary rail gateway operated by
Union Pacific through Laredo, Texas. The new single line services will open new markets for
Louisiana chemicals, forest products and other commodities and more sources will be available to
obtain products consumed here. Southern Louisiana shippers will gain access directly to upper
mid western markets, the Pacific northwest and Canada. This results in mileage savings for our
shippers that will be able to ship and receive north-south products.
We expect better railroad equipment handling, more reliable service, and other operating efficiencies due to the merger. This merger offers us an opportunity to obtain high quality rail service in our area and will provide our rail customers the competitive conditions that will certainly improve their capacity to compete in today's economy.

I urge your expeditious approval of the merger. Thank you for your consideration of these views.

Sincerely,

Cecil J. Picard, Senator
District 25
October 11, 1995

The Honorable Vernon A. Williams
Secretary
Interstate Commerce Commission
Twelfth Street and Constitution Avenue, N.W.
Room 2215
Washington, DC 20423

Re: Finance Docket No. 32760, Union Pacific Corp., et al.-
Control & Merger - Southern Pacific Rail Corp., et al.

Dear Mr. Williams,

I am writing you to inform you of my support of the merger of Union Pacific Corp. and Southern Pacific Rail Corp. I believe this merger will provide for improved service to the Western United States.

Thank you for your attention.

Sincerely,

Vincent V. Picard
State Senator
Laramie, Wyoming
October 19, 1995

The Honorable Vernon A. Williams
Secretary
Interstate Commerce Commission
Twelfth Street and Constitution Avenue, M.W.
Room 2215
Washington D.C. 20423

Finance Docket No. 32760, Union Pacific Corporation, et al - Control & Merger -
Southern Pacific Rail Corporation, et al

Dear Mr. Williams:

Please accept this as my statement of support for the proposed merger of the Union Pacific and Southern Pacific railroads. The Dallas metroplex, of which Ellis County is a part, provides a vital rail hub to the State of Texas. The area is well served by Union Pacific, Southern Pacific, and Burlington Northern/Santa Fe. I firmly believe that the merger of Union Pacific and Southern Pacific will benefit our region and the businesses of the metroplex.

The merger will provide shippers in north Texas a highly efficient single-line route through New Mexico, Arizona and California. With the proposed upgrade of the rail lines between the Dallas metroplex and southern California, Union Pacific/Southern Pacific will provide shippers with increased savings and improved service, and, ultimately, will lessen highway congestion by reducing truck traffic.

Another benefit will be realized because the UP/SP merger will offer stronger rail competition. As in any market, effective competition provides better service and provides industry with attractive options.

I support the proposed merger between Union Pacific and Southern Pacific railroads. My legislative district is served well by rail traffic, and I feel this merger will be beneficial to the local area, as well as to the State of Texas. I, therefore, urge the Commission to rule in favor of the proposed merger.

Sincerely,

Jim Pitts

DISTRICT 10 • ELLIS & HILL COUNTIES
September 25, 1995

The Honorable Vernon A. Williams
Secretary, Interstate Commerce Commission
12th St. and Constitution Ave., Rm. 2215
Washington, D.C. 20423

RE: Finance Docket No. 32760, Union Pacific, et. al. -- Control & Merger --
Southern Pacific Rail Corp., et. al.

Dear Secretary Williams:

I am writing to urge the Interstate Commerce Commission to approve the proposed merger of Union Pacific Railroad with Southern Pacific Railroad.

California's economy is greatly reliant on rail service to ship its products to external markets. As a result of the recent merger of Burlington Northern with Santa Fe, the rail market in California threatens to become uncompetitive. Two relatively smaller railroads are faced with trying to compete with an expanded carrier which is truly transcontinental in its reach. BN/Santa Fe has already asserted dominance over some important markets which are crucial to California, such as the California-Chicago intermodal traffic. The UP/SP merger then makes both logical and economic sense if any rail line is to realistically compete with the scope of the new BN/Santa Fe.

The benefits that this competition with BN/Santa Fe will offer to California are enormous. The merger would allow UP/SP to be able to break up slower traffic onto separate routes, increasing efficiency and creating new capacity. The combination of SP's Los Angeles terminals with UP's Chicago terminals, and the greater routing possibilities of a merged system would finally allow competition in that California-Chicago market. The consolidation of lines will lead to shorter routes and extensive single-line services. Additionally, the merger opens the possibility for new routes and the opening of new rail markets. For example, UP/SP will provide truck-competitive rail service between Seattle/Tacoma and southern California for the first time.
The merger would also produce immediately tangible benefits for California's transcontinental carload shippers. Greater speed of delivery, reliability and frequency of schedules would be possible as a result of mileage savings, gradient improvements and operating efficiencies. The reduction of overhead and savings from facility consolidation, and the use of each railroad's best system will also lead to cost savings for rail shippers, and draw increased investment in the railroads to expand capacity and improve services. Additional efficiencies would also result from improved equipment supply, the ability to reposition cars and take advantage of backhaul and triangulation opportunities — benefits available only to a truly transcontinental system.

The combination of greater competition and increased operating efficiency promise benefits to California's producers, who utilize the rail systems as shippers, as well as California's economy, which benefits from competitively priced and quicker transactions. Likewise, the merger is good for the nation's rail industry itself, allowing rail companies to compete on an even playing field. For these reasons, I urge the Commission to approve the pending merger request.

Sincerely,

CURT PRINGLE
Assembly Republican Leader
September 28, 1995

Ms. Linda Morgan, Chairperson
Interstate Commerce Commission
12th Street & Constitution Avenue, NW
Washington, DC 20423

Dear Chairperson Morgan:

I am writing this letter to support Union Pacific and Southern Pacific in their merger efforts. The merger of Union Pacific and Southern Pacific will dramatically improve service and strengthen competition. The merged system will meet the competitive challenger of BN Santa Fe. The problems facing Southern Pacific service, finances and capital constraints will be overcome, and Southern Pacific customers will have the assurance of long-term and top quality service from a financially strong railroad.

The merger will greatly improve service both internodal and carload traffic moving between California and the gateways of Chicago and St. Louis/East St. Louis. Union Pacific and Southern Pacific will be able to challenge Santa Fe's dominance of California-Chicago internodal traffic for the first time. The competition in this market is crucial to Illinois's continued economic growth and to the nation's domestic and international competitiveness.

The Union Pacific and Southern Pacific merger will provide Southern Pacific ships the assurance of top-quality service with a financially strong railroad that can afford the capital investments necessary to build new capacity, implement new technology and continually improve its operations.

I urge your favorable consideration of their application.

Sincerely,

COY PUGH
State Representative

cc: Tom Zappler - Union Pacific
September 26, 1995

The Honorable Vernon A. Williams
Secretary, Interstate Commerce Commission
Twelfth Street & Constitution Ave., N.W.
Room 2215
Washington, D.C. 20423

Re: Finance Docket No. 32760, Union Pacific Corp., et.al. - Control & Merger
Southern Pacific Rail Corp., et al.

Dear Mr. Williams:

May I add my support to others from whom you have heard regarding the proposed merger of Union Pacific Railroad and Southern Pacific Railroad.

It has been determined that the UP/SP merger will improve service and strengthen competition. It will take trucks off busy Interstate 5 and provide new shipping opportunities up and down the West Coast. There will be greatly improved service for both intermodal and carload traffic moving between California and the gateways of Chicago, Kansas City, St. Louis, Memphis and New Orleans.

UP/SP will be able to challenge Santa Fe’s dominance of California-Chicago intermodal traffic for the first time. Vigorous competition in this market is crucial to California’s continued economic growth and to the nation’s domestic and international competitiveness.

Therefore, for the reasons of improved service and overall stronger competition, I respectfully request your serious consideration of this proposed merger.

Sincerely,

RICHARD K. RAINNEY
Assemblyman, 15th District

RKR:fd
November 6, 1995

Mr. Vernon A. Williams  
Secretary  
Interstate Commerce Commission  
12th and Constitution Avenue, N. W.  
Washington, D. C. 20423

Re: Union Pacific/Southern Pacific Merger

Dear Secretary Williams:

As a State Senator, I know how important our total transportation network is to our State’s economic health. I am pleased to lend my support to the proposed merger of the Union Pacific (UP) and Southern Pacific (SP) railway systems. It is felt that this merger will significantly strengthen the SP rail system serving the State and produce significant benefits for New Mexico shippers and consumers. The Interstate Commerce Commission’s approval of the merger will complement long range efforts of the State of New Mexico related to trade and international commerce. Both UP and SP have a long history in serving the border areas with Mexico and Canada. With the merger, this can only enhance trade between the members of NAFTA.

Merging the two systems will provide SP shippers in New Mexico with shorter routes and faster schedules in addition to the extensive new single line service. This will put SP on a much stronger competitive footing with the newly merged Burlington Northern and Santa Fe railway systems, which also serve New Mexico.

The proposed merger with UP is also necessary to help SP overcome its service problems and the continuing uncertainties as to SP’s finances. The UP/SP merger will provide SP customers the assurance of top quality service with a financially stronger railroad that can afford the capital investments necessary to build new capacity. This will provide more efficient, competitive rail service to the benefit of the general public and shippers of New Mexico.

Sincerely,

Leonard Lee Rawson
N.M. State Senator
Box 996
Las Cruces, N. M. 88004
September 20, 1995

The Honorable Vernon A. Williams, Secretary
Interstate Commerce Commission
Twelfth Street and Constitution Avenue, N.W.
Room 2215
Washington, D.C. 20423


Dear Secretary Williams:

I am writing this letter in support of the proposed merger of Union Pacific Railroad and Southern Pacific Railroad. This merger will improve service for both lines and strengthen competition.

The UP/SP merger will provide for competitive new shipping opportunities. Shorter routes can be expected, as well as, improved equipment supply. Customers may expect their shipping needs to be met with greater speed, reliability and more frequent schedules.

The proposed merger will result in greater efficiency than either line is capable of today. There will be major cost savings from reduced overhead and facility consolidations. This will also provide for the capacity to expand and improve service to benefit all shippers.

The merger will produce a financially stable railroad able to afford the capital investments necessary to build new capacity, implement new technology and continue improvement of its operations. Such a railroad will promote stronger competition and profit its patrons.

Thank you for giving me the opportunity to comment on the UP/SP merger. I urge your serious consideration of the proposal.

Sincerely,

BERNIE RICHTER

BR:jlw
September 28, 1995

The Honorable Vernon A. Williams  
Secretary, Interstate Commerce Commission  
Twelfth Street and Constitution Avenue, N.W.  
Room 2215  
Washington, D.C. 20423  

Dear Secretary Williams:

This is to support the merger of the Union Pacific Railroad Company and the Southern Pacific Railroad Corporation. (Reference: Finance Docket No. 32760, Union Pacific Corporation, et all -- Control & Merger -- Southern Pacific Rail Corp., et al.)

I believe that this merger will provide more effective competition in this market and contribute to the economic growth of the state of California. Both companies will be able to operate more efficiently, to the benefit of all shippers. In addition, the merger will provide new shipping opportunities up and down the west coast, removing some truck traffic from the busy Interstate 5.

Upon review, I feel this merger is in the best interest of California commerce and I am pleased to offer it my support.

Sincerely,

JAMES E. ROGAN  
Assemblyman

JER:jpl
Honorable Vernon Williams, Secretary  
Interstate Commerce Commission, Room 2215  
Twelfth Street and Constitution Avenue, N.W.  
Washington, DC 20423

Docket: Finance Docket No. 32760, Union Pacific Corporation--Control and Merger--Southern Pacific Rail Corporation

Dear Secretary Williams:

I am writing in support of the proposed merger of the Union Pacific and Southern Pacific railroads, and to urge the Interstate Commerce Commission to give its approval to this merger.

The merger of the two railroads appears to have substantial public benefits, including benefits to California shippers who will see greatly improved service for intermodal and carload traffic moving between California and the rest of the U.S. For California shippers now served by the UP, the merger UP/SP rail system should also be able to provide new opportunities to more efficiently move rail freight across the SP’s southern corridor lines.

Vigorous competition in rail service is a key to growth in our free market economy. By reaching an agreement with the Santa Fe/Burlington Northern railroad to provide competitive rail service at all points where the merger between the UP and SP would leave a shipper with only one railroad option, the UP/SP have shown their commitment to preserving rail competition. The UP/SP and SF/BN should provide strong head-to-head competition for rail service that will benefit California shippers and, ultimately, consumers.

Because of the many benefits of the proposed UP/SP merger, I urge the Interstate Commerce Commission to give its timely approval to the UP/SP application.

Sincerely,

DON ROGERS

DAR: abr
October 31, 1995

Richard M. Hartman  
Special Representative  
Union Pacific Railroad Company  
2424 Pioneer Ave., Ste 301  
Cheyenne WY 82001  

re: Railroad Merger

Dear Mr. Martin:

I would like to support the proposed merger of the Union Pacific and Southern Pacific Railroads. The information I received and reviewed leads me to believe the merger will benefit Wyoming, Carbon County and the City of Rawlins.

The press has made the merger a topic of discussion among the citizens of Rawlins. Those discussions, among my constituents, have all been favorable towards the merger.

Please consider this a letter of endorsement. If I can be of any further assistance in helping to accomplish the merger, please get in contact with me.

Sincerely,

J. A. Rose, Representative  
Wyoming State Legislature

JAR:tam
November 2, 1995

Ms. Linda Morgan  
Chairperson  
Interstate Commerce Commission  
12th Street and Constitution Avenue, NW  
Washington, DC 20423

RE: Finance Docket 32760 - Union Pacific/Southern Pacific

Dear Chairperson Morgan:

My name is Peter Roskam. I am a member of the Illinois General Assembly.

The purpose of this letter is to formally advise you that I support the Union Pacific and Southern Pacific merger.

My reason for supporting this acquisition is as follows:

- The new system’s routes will be significantly shorter than UP’s or SP’s routes today in many important corridors, including Chicago-Oakland and St. Louis-Oakland.

- There will be greatly improved service for both intermodal and carload traffic moving between California and the gateways of Chicago and St. Louis/East St. Louis.
Availability of alternative routing will provide UP/SP with flexibility to reroute traffic to improve service. For example, intermodal and automobile traffic moving between southern California and Chicago will be concentrated on SP's Tucumeari route, and other traffic will be concentrated on UP's Overland route. This will reduce delays, increase reliability, and create new capacity for the merged system.

Sincerely,

[Signature]

Peter Roskam
State Representative

cc: David Fisher
Director Government Affairs
Union Pacific Railroad
1416 Dodge Street, Rm 801
Omaha, NE 68179

PR: dm
October 19, 1995

The Honorable Vernon A. Williams
Secretary, Interstate Commerce Commission
Twelfth Street and Constitution Avenue, NW
Room 2215
Washington, D.C. 20423


Dear Secretary Williams:

The proposed merger of the Union Pacific and Southern Pacific railroads will be very beneficial to McLennan County and the City of Waco. The merger will provide many significant benefits for this area.

Shippers will have better access to California markets, to gateways to Western Mexico and to markets located in Arizona and New Mexico. I have been promoting the warehouse industry in this area. We are in vital need of more industry and this merger will provide a greater incentive to prospective warehousemen for economic development in this area. In addition to opening new markets for shippers, the new single-line service will lead to more efficient sourcing for products consumed in Central Texas.

The merger should result in better equipment supply for our businesses. Use of a combined fleet of Union Pacific and Southern Pacific equipment should result in greater availability and dependability for shippers and consumers.
Another benefit for Central Texas is the stronger rail competition that will exist following the merger, particularly in light of the agreement to grant Burlington Northern-Santa Fe extensive trackage rights on lines in Texas and Louisiana. Under the agreement, the Burlington Northern-Santa Fe will receive trackage rights between Waco and Temple, between Temple and Taylor, between Taylor and Smithville, and at a number of other points. This will ensure the continued availability of competition between two railroads for Central Texas shippers.

I strongly support the merger and respectfully request your serious consideration of this vital merger for Central Texas and all of Texas.

Sincerely,

Barbara Rusling

BR/0c

cc: Mr. Jerry Martin, Director
    Transportation/Gas Utility Division
    Railroad Commission of Texas
The Honorable Vernon A. Williams  
Secretary  
Interstate Commerce Commission  
Twelfth Street and Constitution Avenue, N.W.  
Room 2215  
Washington, D.C. 20423

Finance Docket No. 32760, Union Pacific Corporation, et al--  
Control & Merger -- Southern Pacific Rail Corporation, et al

Dear Mr. Williams,

I am writing to express my support for the proposed merger of the Union Pacific and Southern Pacific railroads which is before you for consideration and I urge the commission's approval.

A major benefit in northern Louisiana and the central part of the state will be a new single line route across to southern California through New Mexico and Arizona opening up new markets for Louisiana products and for products to be consumed here. Shippers in other areas of the state not served by Union Pacific will gain new routes north to mid-western, upper mid-western, pacific northwest states and Canada. There is expected to be a dramatically improved equipment supply, more reliable service, cost savings in shorter more efficient routes and predictability in the ability to respond to rail customer needs. The Union Pacific brings capital resources to this combined rail system that Southern Pacific has been unable to generate and this financial strength will certainly improve the overall rail network.

A top quality rail service is expected throughout Louisiana as the best of both companies is utilized to coordinate operations and better serve the customers. This higher quality rail service will enable our Louisiana rail users to better compete in the market place with their own products and offers possibilities for economic expansion.

I believe this rail merger is in the public interest and should be approved. Union Pacific and Southern Pacific have also announced an arrangement to allow the large Burlington Northern-Santa Fe railroad to serve areas where only UP and SP currently serve. This will assure strong competition in those areas and provide an upgraded operation, particularly where Southern Pacific service has deteriorated.

Thank you for consideration of these comments and support.

Sincerely,

Joe R. Salter
October 19, 1995

Ms. Linda Morgan
Chairperson
Interstate Commerce Commission
12th Street and Constitution Avenue, NW
Washington, DC 20423

RE: Finance Docket 32760 - Union Pacific/Southern Pacific

Dear Chairperson Morgan,

I am wholeheartedly in support of the Union Pacific and Southern Pacific merger.

My reasons for supporting this acquisition are as follows: Faster transit times, more reliable service, shorter routes, improved equipment supply, new market opportunities and increased competition.

If you have any questions or if I can ever be of assistance, please do not hesitate to contact my office.

Sincerely,

Miguel A. Santiago
Illinois State Representative
3rd District

cc: Vernon A. Williams, Secretary ICC

David Fischer
Director of Governmental Affairs
Union Pacific Railroad
1416 Dodge St., Rm. 801
Omaha, NE 68179
November 3, 1995

The Honorable Vernon A. Williams
Secretary
Interstate Commerce Commission
Twelfth Street and Constitution Avenue, N.W.
Room 2215
Washington, D.C. 20423

RE: Finance Docket No. 32760, Union Pacific Corp., et al.
Control & Merger - Southern Pacific Rail Corp., et al.

Dear Secretary Williams:

I am expressing my support of the UP/SP rail merger. As a former owner of a beverage operation and user of both the Union Pacific Railroad and Southern Pacific Railroad services, I can appreciate the benefit of this merger to improved service to Southwestern Wyoming, its industries and to the State of Wyoming.

Sincerely,

[Signature]

Raymond A. Sarcletti
Senate District #13

pc: David Fischer, Union Pacific RR Co.
Wiley N. Jones, Southern Pacific
October 2, 1995

Ms. Linda Morgan  
Chairperson  
Interstate Commerce Commission  
12th St. and Constitution Ave., NW  
Washington, DC 20423

RE: Finance Docket 32760  
Union Pacific/Southern Pacific

Dear Chairperson Morgan,

As a member of the Illinois General Assembly, I fully support merger of the Union Pacific and the Southern Pacific Railroads. This merger will improve rail service and improve competition in the industry.

Many of the current problems faced by the Southern Pacific railroad will be addressed by this merger, thereby assuring their customers high quality service. This merger will also help both railroads compete, considering the merger of the Burlington Northern and Santa Fe railroads.

Should you have any questions, or if I can be of any further assistance, please do not hesitate to contact me.

Very truly yours,

Angelo "Skip" Saviano  
State Representative  
77th District

cc: David Fischer  
Director, Government Affairs  
Union Pacific Railroad
November 1, 1995

Mr. Richard M. Hartman, Special Representative  
Union Pacific Railroad  
2424 Pioneer #301  
Cheyenne, Wyoming 82001

Dear Dick,

Thank you for keeping me appraised on the pending merger of Union Pacific Railroad and Southern Pacific Railroad.

Please add my letter of whole hearted endorsement to the other letters of support of this merger.

I believe that this merger will be a tremendous benefit to industry and commerce in this country and specifically throughout Wyoming.

Wyoming has a rich history with Union Pacific Railroad and I believe this will enhance the relationship.

Please keep me appraised of developments as they happen.

Sincerely,

Larry Shippy  
Representative  
State of Wyoming
November 8, 1995

Honorable Vernon A. Williams, Secretary  
Interstate Commerce Commission  
Twelfth Street and Constitution Avenue, N.W.  
Room 2215  
Washington, D.C. 20423


Dear Mr. Williams:

I, Michael K. Simpson, am Speaker of the House of Representatives, and represent Bingham and Butte Counties in the Idaho legislature.

I support the proposed merger of the Union Pacific Railroad and the Southern Pacific Lines. The merger of the UP and SP will enhance rail competition, strengthen the Idaho transportation system, and help fulfill the potential for increased economic development within the State of Idaho.

In particular, this merger will provide faster, more direct, and new single-line routes for many of the areas that trade by rail with Idaho. For example, eastern and northern Idaho will obtain much shorter single-line routes to many points in California and Oregon. In addition there will be a new single-line route for the Eastport, Idaho gateway to Mexico and to SP-served points in California, Arizona, and Texas, as well as new single-line service from all UP-served points in Idaho to numerous points now served only by SP in Colorado, New Mexico, Louisiana, and the Midwest. Both shippers and receivers in Idaho will benefit from this streamlining.

Also important is the fact that merger will enable UP to provide a ready supply of railcars, particularly the refrigerated equipment that Idaho shippers need. By making use of backhaul opportunities and taking the best advantage of seasonal patterns, the UP could provide more reefer cars for Idaho potatoes, for example, without any corresponding increase in its fleet and the cost that would entail. In addition, more capital investment for expanded capacity would be possible with the additional cost savings from combining the operations of the two railroads.
A merged UP/SP will strengthen competition with the now-merged BN/Santa Fe and its new single-line routes. It is important to Idaho that UP/SP be permitted to compete by merging because of the benefits outlined above, and so that UP will remain a financially strong match for BN/Santa Fe in Idaho.

For these reasons, the undersigned fully supports the merger and urges the Interstate Commerce Commission to approve the merger promptly.

Sincerely,

MICHAEL SIMPSON
Speaker of the House
October 30, 1995

The Honorable Vernon A. Williams
Secretary
Interstate Commerce Commission
Twelfth Street & Constitution Ave., N.W.
Room 2215
Washington, DC 20423

Dear Mr. Williams:

By means of this correspondence, we would like to lend our support for the merger application submitted by the Union Pacific and the Southern Pacific Railroads. I urge the Interstate Commerce Commission to approve the application.

We have experienced some deteriorated rail service and rail improvements have failed to meet our expectations. I believe the Union Pacific can facilitate the changes necessary to better serve our southern Louisiana corridor. I expect that any service by the Burlington Northern Santa Fe will further strengthen rail transportation here should this arrangement materialize.

We need reliable rail service at reasonable costs and I believe that the benefits of this rail consolidation will dramatically improve rail service here. The Union Pacific system provides new access for south Louisiana rail shippers to several new markets and we gain new sources of supply for our industries here. We expect that equipment availability will improve and that cost savings from more efficient rail routes will certainly benefit our shippers. I see nothing but positive benefits from this merger. We are looking forward to its earliest approval.

Thank you for your consideration of the views expressed in this letter.

Sincerely,

John Siracusa
District 51

JS/g
November 6, 1995

Mr. Vernon A. Williams
Secretary
Interstate Commerce Commission
12th and Constitution Avenue, N. W.
Washington, D. C. 20423

Re: Union Pacific/Southern Pacific Merger

Dear Secretary Williams:

As a State Senator, I know how important our total transportation network is to our area and the State's economic health. I am pleased to lend my support to the proposed merger of the Union Pacific (UP) and Southern Pacific (SP) railway systems. It is felt that this merger will significantly strengthen the SP rail system serving the State and produce significant benefits for New Mexico shippers and consumers. The Interstate Commerce Commission's approval of the merger will complement long range efforts of the State of New Mexico related to trade and international commerce. I am aware of UP's and SP's long history in serving the border areas with Mexico and Canada. With the merger, this can only enhance trade between the members of NAFTA.

Merging the two systems will provide SP shippers in New Mexico with shorter routes and faster schedules in addition to the extensive new single line service. This will put SP on a much stronger competitive footing with the newly merged Burlington Northern and Santa Fe railway systems, which also serve New Mexico.

The proposed merger with UP is also necessary to help SP overcome its service problems and the continuing uncertainties as to SP's finances. The UP/SP merger will provide SP customers the assurance of top quality service with a financially stronger railroad that can afford the capital investments necessary to build new capacity. This will provide more efficient, competitive rail service to the benefit of the general public and shippers of New Mexico.

Sincerely,

[Signature]
John Arthur Smith
N.M. State Senator
October 13, 1995

The Honorable Vernon A. Williams
Secretary
Interstate Commerce Commission
12th St. & Constitution Avenue N.W.
Room 2215
Washington, D.C. 20423

Finance Docket No. 32760, Union Pacific Corporation, et al - Control & Merger -
Southern Pacific Rail Corporation, et al.

Dear Mr. Williams:

I write today to express my support for the proposed merger of the Union Pacific and Southern Pacific railroads. The merger of Union Pacific and Southern Pacific will greatly benefit the citizens of Texas House District 11. The merger will provide faster and less costly rail service to many destinations, improve service, and increase rail completion in Texas.

As customers of the Union Pacific, our shippers stand to benefit from the great service improvements that will accompany this merger. In particular, shippers now served by UP will be able to use SP’s Southern Corridor route from El Paso to California, giving them access to new single-line service to California, gateways to Western Mexico, and markets in Arizona and New Mexico. In view of the Union Pacific/Southern Pacific plans to upgrade the former Texas & Pacific line from Dallas to El Paso and the SP Southern Corridor route, this should be a very efficient way to move traffic. Our shippers will also gain new single-line service to other locations served by the Southern Pacific, including points in Arkansas, Colorado, Utah, and Oregon.

Service to the north, to Memphis, St. Louis and Chicago and for connections to the Northeast, should also improve as a result of Union Pacific/Southern Pacific plans to
coordinate terminals, availability of alternative routes for northbound traffic, and the ability to pre-block traffic and run it around terminals.

Beyond the extensive routing advantages that will result from the merger, our shippers will benefit from better equipment supply. The merged Union Pacific-Southern Pacific will be able to use its combined fleet of equipment more effectively. By repositioning its cars more efficiently, taking advantage of backhaul and triangulation opportunities as well as the different seasonal patterns of shipments on the two carriers, the combined railroad will be able to offer greater equipment availability to shippers.

The merger of the Union Pacific and the Southern Pacific will create a railroad that will be able to offer genuine competition to the giant new Burlington Northern/Santa Fe system. Shippers currently served by the Union Pacific will be better able to compete with businesses served by the Burlington Northern/Santa Fe extensive trackage rights on Union Pacific and Southern Pacific lines in South Texas and along the Gulf Coast.

The merger of the Union Pacific and Southern Pacific will improve rail service in East Texas and strengthen railroad competition. I strongly support the merger.

Respectfully submitted,

Todd Staples

xc: Jerry Martin
Texas Railroad Commission
P.O. Box 12967
Austin, TX 78711-2967
October 10, 1995

The Honorable Vernon A. Williams
Secretary, Interstate Commerce Commission
Twelfth Street and Constitution Ave., NW
Room 2215
Washington, DC 20423

RE: Finance Docket No. 32760
Union Pacific Corporation, et al
--Control & Merger --
Southern Pacific Rail Corp., et al.

Dear Mr. Williams:

I write to encourage your approval of the merger of Union Pacific and Southern Pacific railroads.

The proposed merger promises to provide increased service to California consumers. Among the benefits offered by this plan for my constituents is greater speed, reliability and frequency of schedules. Because transportation is a major factor in the promotion of our state's economy I know that any improvements will positively affect business as a whole.

Thank you for your time and attention to this important matter.

Sincerely,

[Signature]

NAO TAKASUGI

NT/jgk
October 20, 1995

The Honorable Vernon A. Williams
Secretary
Interstate Commerce Commission
Twelfth Street & Constitution Ave., N.W.
Room 2215
Washington, D.C. 20423

RE: Union Pacific/Southern Pacific Merger

Dear Mr. Williams:

My district in the Houston area depends heavily on the availability of strong rail service for our local businesses. This letter is to advise the Commission of my view that the proposed merger of the Union Pacific and Southern Pacific railroads will serve the area's interests by strengthening rail service and improving competition.

District 144 encompasses many petrochemical industry sites. Under an agreement with Union Pacific and Southern Pacific, BN/Santa Fe will gain access to chemical plants at several points in the Houston area, including Baytown and Mont Belvieu. The agreement will allow BN/Santa Fe to provide an important new service alternative for Houston shippers on movements along the Gulf Coast and to and from the Southeast.

The merger will preserve and increase competition. The new operating rights for BN/Santa Fe ensure that points now served only by UP and SP will continue to receive service from two railroads. In addition, they provide Houston shippers with new competitive options for movements through Texas and Louisiana. Especially with new BN/Santa Fe access to points in the Houston area, competition for chemicals and petrochemicals traffic will be strengthened.
The economy of my district will benefit from the UP/SP merger. Improved service for our shippers and the availability of strong competitive transportation alternatives will help Houston retain its status as a key business hub and will increase employment opportunities in the Houston area. This will benefit all Houston area citizens and the entire state as well.

I encourage the Commission to consider these benefits to the Houston area and to comment favorably on the merger.

Thank you for your attention to this matter.

Sincerely,

Robert E. Talton
State Representative
October 31, 1995

The Honorable Vernon A. Williams, Secretary
Interstate Commerce Commission
Twelfth Street and Constitution Avenue, NW
Room 2215
Washington, D.C. 20423


Dear Secretary Williams:

I am submitting this letter in support of the proposed Union Pacific Railroad - Southern Pacific Railroad merger. The State of Wyoming has benefitted by the presence of two major railroads. The proposed merger should strengthen rail competition in the railroad industry, making Wyoming products more available to new markets.

It is my understanding that the UP/SP merger will improve efficiency and justify increased investments to expand capacity and improve service. These efforts will benefit Wyoming’s economy and rail employment.

I urge your approval of the Union Pacific Railroad - Southern Pacific Railroad merger. I appreciate your time and consideration concerning this issue.

Sincerely,

Pamela Taylor-Horton
Wyoming State Representative

cc: David Fischer
Union Pacific Railroad Company
1416 Dodge Street, Rm. 801
Omaha, NE 68179
October 10, 1995

The Honorable Vernon A. Williams
Secretary
Interstate Commerce Commission
Twelfth Street & Constitution Avenue, N.W.
Room 2215
Washington, D.C. 20423


Dear Mr. Williams:

This letter is written to express my support for the merger application of the Union Pacific and Southern Pacific Railroads and urge the approval of the Interstate Commerce Commission.

This merger and related agreements with the Burlington Northern Santa Fe will strengthen rail service to our south Louisiana area and the competitive quality of rail transportation.

A financially strong railroad in our area with new routes and marketing opportunities will be a welcomed asset to Louisiana. We expect to see more efficient service for our chemical and forest products to the midwest and upper midwest instead of southern Louisiana traffic having to be routed to Houston. Major cost savings should result from utilizing the best facilities of both railroads and the ability to expand rail capacity and service are major advantages to our rail customers. Our area will gain from the merger and shippers will be able to obtain more reliable service, shorter routes and better equipment which certainly will assist them in meeting their own competitive challenges in their respective industries.

Thank you for your consideration of these views and we look forward to your approval of the application.

Sincerely,

Gerald J. Theunissen
State Representative
District 37

GJT/jd
October 24, 1995

Honorable Vernon A. Williams  
Secretary, Interstate Commerce Commission  
Twelfth Street and Constitution Ave., N.W.  
Room 2215  
Washington, D.C. 20423


Dear Honorable Vernon A. Williams:

I urge the Commission to approve the proposed merger of Union Pacific Railroad with Southern Pacific Railroad.

I am sure that you have been made well aware of all of the positive aspects to this merger: including better service, lower costs, increased and stronger competition to other previously approved mergers.

This merger certainly makes good sense for customers and consumers in addition to keeping Union Pacific and Southern Pacific a Strong competitive railroad.

Sincerely,

BRUCE C. THOMPSON

BCT/mt
The Honorable Vemon A. Williams  
Secretary  
Interstate Commerce Commission,  
Twelfth Street and Constitution Avenue, N. W.  
Room 2215  
Washington, D. C. 20423

Dear Mr. Williams:

I am writing to encourage approval of the application of the Union Pacific and Southern Railroads to merge their two companies.

The strength of the Union Pacific system will provide the necessary resources to the Southern Pacific to improve the service of both companies to a large area. In Louisiana, we will benefit from the combination of the two companies as the new service to Southern California will provide marketing opportunities for many Louisiana companies that use railroad transportation, particularly in forest products and chemicals. New Mexico and Arizona markets will now be available for Louisiana shippers who will have single line opportunities. Undoubtedly, the merger will allow the two companies to better utilize their human and capital resources to bring better service to Louisiana companies which will increase the competitive position of our industries.

I believe this proposed merger is in Louisiana's best interest and hopefully, the commission will approve the application at its earliest opportunity.

Sincerely,

Francis C. Thompson  
State Representative  
District 19

FCT:bec
November 6, 1995

The Honorable Vernon A. Williams, Secretary
Interstate Commerce Commission
Twelfth Street and Constitution Avenue, N.W.
Room 2215
Washington, D.C. 20423

Finance Docket No. 327650, Union Pacific Corp., et. al. --Control & Merger--Southern Pacific Rail Corp. et. al.

Dear Mr. Williams:

I, Jerry T. Twiggs, am President Pro Tem of the Senate, and represent Bingham and Butte Counties in the Idaho Legislature.

I support the proposed merger of the Union Pacific Railroad and Southern Pacific Lines. The merger of the UP and SP will enhance rail competition, strengthen the Idaho transportation system and help fulfill the potential for increased economic development within the State of Idaho.

In particular, this merger will provide faster, more direct and new single-line routes for many of the areas that trade by rail with Idaho. For example, eastern and northern Idaho will obtain much shorter single-line routes to many points in California and Oregon. In addition there will be a new single-line route for the Eastport, Idaho gateway to Mexico and to SP-served points in California, Arizona and Texas, as well as new single-line service from all UP-served points in Idaho to numerous points now served only by SP in Colorado, New Mexico, Louisiana, and the Midwest. Both shippers and receivers in Idaho will benefit from this streamlining.

Also important is the fact that merger will enable UP to provide a ready supply of railcars, particularly the refrigerated equipment that Idaho shippers need. By making use of backhaul opportunities and taking the best advantage of seasonal patterns, the UP could provide more refrigerated cars for Idaho potatoes, for example, without any corresponding increase in its fleet and the cost that would entail. In addition, more capital investment for expanded capacity would be possible with the additional cost savings from combining the operations of the two railroads.

A merged UP/SP will strengthen competition with the now-merged BN/Santa Fe and its new single-line routes. It is important to Idaho that UP/SP be permitted to compete by merging because of the benefits outlined above, and so that the UP will remain a financially strong match for BN/Santa Fe in Idaho.

For these reasons, the undersigned fully supports the merger and urges the Interstate Commerce Commission to approve the merger promptly.

Date

Jerry T. Twiggs
October 18, 1995

The Honorable Vernon A. Williams  
Secretary  
Interstate Commerce Commission  
Twelfth Street and Constitution Avenue, N.W.  
Room 2215  
Washington, D.C. 20423


Dear Mr. Williams:

I represent Brazoria and Matagorda Counties in the Texas House of Representatives. My district has a mix of petrochemical companies, other manufacturing, cattle, grain production, three ports, and commercial fishing. Geographically, my district is bounded on the north and east of the Harris/Galveston counties industrial complex and lies midway on the Texas Gulf Coast. Rail transportation is critical to the movement of goods in my district and to the entire State of Texas.

I support the proposed merger of the Union Pacific and the Southern Pacific railroads. Without a doubt, the merger will result in better service and greater efficiencies. I have personally observed the decline of trackage in my area and the ability to move freight via rail. In my area, the Southern Pacific has closed a number of routes that left large sections of the Gulf Coast of Texas without rail traffic.

The merger will permit better coordination of rail usage and encourage capital improvements to trackage throughout the system. Producers and manufacturers will benefit as dependability and deliverability are better controlled. The merger should have a definite effect on competition. As wasteful, inefficient trackage and procedures are corrected, the Union Pacific/Southern Pacific merger will permit better rates for users. The increased competition will have positive effect on the economy as other transporters react to a stronger Union Pacific/Southern Pacific company.
In closing, I urge your approval of the Union Pacific/Southern Pacific merger.

Sincerely yours,

D. R. "Tom" Uher

DRU/tb
November 8, 1995

The Honorable Vernon A. Williams
Secretary
Interstate Commerce Commission
Twelfth Street and Constitution Ave., N.W.
Room 2215
Washington, D.C. 20423


Dear Secretary Williams,

This is to communicate my support for the merger application of the Union Pacific and Southern Pacific railroads which I believe will strengthen our rail transportation service in Louisiana.

I am aware of the announcement that the Union Pacific and Southern Pacific have concluded an arrangement, as a condition to the merger, that would grant the large Burlington Northern-Santa Fe Railroad rights to serve from New Orleans to Lake Charles in our Louisiana southern rail corridor. This will maintain a strong rail presence here for our rail users and offer some new opportunities for improved service.

New Orleans to California service will be improved as Union Pacific’s lines east of Houston will be utilized and upgrading the Southern Pacific tracks west of El Paso will assure the strongest available route for shippers. It is expected that the New Orleans to St. Louis-Chicago rail corridor will be improved through greater coordination of rail terminals. Service opportunities will increase in the north-south traffic as shipments can move directly over Union Pacific routes rather than having to be routed over Southern Pacific’s lines to Houston.
There are cost savings expected to Louisiana shippers as a result of reduced overhead, more efficient usage of equipment, rail facility consolidations and shorter routes. Additionally, it is anticipated that a new New Orleans-Dallas-Amarillo-Denver-Pacific Northwest service will be initiated linking the Port of New Orleans to those points and beyond. We expect that Louisiana service improvements and efficiencies will provide new marketing opportunities for our rail customers and increase their competitive positions with their products.

I urge your approval of the merger to obtain the benefits identified in this consolidation of these two companies.

With kindest regards, I remain

Sincerely yours,

J. Chris Ullo
State Senator
Ms. Linda Morgan, Chairperson  
Interstate Commerce Commission  
12th Street & Constitution Avenue, NW  
Washington, D.C. 20423  

Re: Finance Docket 32760  
Union Pacific/Southern Pacific  

Dear Chairperson Morgan:  

It has come to my attention that Union Pacific and Southern Pacific plan to merge.  
I fully support this merger, and feel that this move will enhance service and give the consumer a long term, financially sound railroad.  

If you have any questions, please feel free to contact me at 708-531-0390.  

Sincerely,  
Thomas J. Walsh  
State Senator  
22nd District  

cc: Vernon A. Williams, Secretary ICC  
David Fischer, Union Pacific Railroad
September 29, 1995

The Honorable Vernon A. Williams
Secretary, Interstate Commerce Commission
Twelfth Street & Constitution Avenue, N.W.
Room 2215
Washington, D.C. 20423


Dear Secretary Williams:

I write to urge your favorable consideration of the proposed merger between Union Pacific and Southern Pacific rail corporations. The proposed merger will lead to a number of improvements that will better serve consumers and improve the competitiveness of the merging companies.

In addition to many shipping services that will become available from the combined companies, it is anticipated that a new Inland Empire facility will be built to service shippers in southern California. Such an expansion will directly benefit my constituents through improved shipping services, through improved air quality, and through increased employment opportunities.

Further, the proposed merger will strengthen free market conditions. Following the merger of a rival rail system, a merger between Union Pacific and Southern Pacific will promote strong rail shipping competition in many regions that currently do not receive the benefits of vigorous competition.

For these reasons, I urge your favorable consideration of this proposed merger. California consumers and businesses will gain from the improved services a merged Union Pacific-Southern Pacific rail carrier will be able to provide.

Sincerely,

Ted Weggeland

Ted Weggeland

TW: rc
October 12, 1995

The Honorable Vernon A. Williams  
Secretary  
Interstate Commerce Commission  
Twelfth Street and Constitution Avenue, N.W.  
Room 2215  
Washington, D.C. 20423


Dear Mr. Williams:

The purpose of this letter is to express to you and your colleagues my complete and unqualified support of the proposed merger between the Union Pacific and Southern Pacific Railroads.

After studying the issue, I am of the firm belief that such a merger would bring with it many important benefits to the West Texas region I represent, including faster and more effective rail service, improved service to many destinations, and stronger rail competition in Texas. This, in turn, should both complement and further facilitate much of the economic growth our region is now experiencing, and stimulate additional development among other region-specific industries.

With the North American Free Trade Agreement having been approved and beginning now to blossom, the need for better-developed transportation networks to, from, and throughout our region will only increase. Equally as important, this merger, I believe, will serve to create jobs of varying levels in the Permian Basin, an area hit especially hard in the petroleum bust of the 1980s.

Please do not hesitate to contact me if I can more fully articulate my strong support of this measure. I am very eager to see the related efforts of Union Pacific and Southern Pacific succeed.

Sincerely,

Buddy West  
State Representative

Office of the Secretary

OCT 16 1995
Dear Senator Williams,

I am writing in support of the proposed merger of Union Pacific Railroad and the Southern Pacific Railroad. The State of Wyoming and my home county (Carbon County) have had a long and prosperous history. The proposed merger will enhance and strengthen this history and provide improved opportunities to ship Wyoming products. A faster and more direct single-line service to new markets will provide new opportunities for Wyoming exports and imports.

The proposed merger between the Union Pacific Railroad and the Southern Pacific Railroad will justify increased investments by the railroads that will expand capacity and improve service. These efforts will directly benefit Wyoming's growth and economy.

I urge your prompt approval of the merger.

Sincerely,

Teuese Willford
November 6, 1995

Mr. Vernon A. Williams  
Secretary  
Interstate Commerce Commission  
12th and Constitution Avenue, N. W.  
Washington, D. C. 20423

Dear Secretary Williams:

As a State Representative, I know how important our total transportation network, including the rail system, is to our State's economic health. I am pleased to lend my support to the proposed merger of the Union Pacific (UP) and Southern Pacific (SP) railway systems. This merger will significantly strengthen the SP rail system serving the State and produce significant benefits for New Mexico shippers and consumers.

Merging the two systems will provide a direct single rail link for SP shippers in New Mexico to all points served by UP, but not SP, including points in California, the Pacific Northwest, the Midwest, and upper Midwest. SP shippers in New Mexico will receive shorter routes and faster schedules in addition to the extensive new single line service. This will put SP on a much stronger competitive footing with the newly merged Burlington Northern and Santa Fe railway systems, which also serve New Mexico.

The proposed merger with UP is also necessary to help SP overcome its service problems and the continuing uncertainties as to SP’s finances. The UP/SP merger will provide SP shippers the assurance of top quality service with a financially strong railroad that can afford the capital investments necessary to build new capacity, implement new technology and provide efficient, competitive rail service to the benefit of the citizens and shippers of New Mexico.

Sincerely,

W. C. "Dub" Williams  
N.M. House of Representatives  
HC66, Box 10  
Glencoe, N. M. 88324
October 18, 1995

The Honorable Vernon A. Williams
Secretary
Interstate Commerce Commission
Twelfth Street and Constitution Avenue, N.W.
Room 2215
Washington, D.C. 20423

Dear Secretary Williams:

On behalf of myself, and my legislative district of Parker County, I wish to acknowledge my strong support for the merger of the Union Pacific and Southern Pacific railroads. This merger is now before the Interstate Commerce Commission in Finance Docket 32760, titled Union Pacific Corporation, et al. -- Control and Merger -- Southern Pacific Rail Corporation, et al.

I believe the citizens and businesses of Parker County and most especially Weatherford, will benefit from the Union Pacific and Southern Pacific merger. This merger will accomplish not only faster and more cost effective rail service, but improved service to many destinations and stronger rail competition in Texas.

The reduction in highway congestion and accidents as a direct result of less truck traffic should be seen as invaluable benefits and a result of this merger. Union Pacific and Southern Pacific’s plans to upgrade the lines between Fort Worth and southern California will have immeasurable improvements for shippers in my area. These shippers will realize mileage savings and service improvements.

Our shippers will also gain new single-line service to other locations served by the Southern Pacific, including points in Louisiana, Arkansas, Colorado, Utah, and Oregon. Businesses on the receiving end will also benefit from the more efficient movement of products consumed in North Texas.

Traffic moving north to Memphis, St. Louis and Chicago and for connections to the Northeast, should also enjoy improved, more modernized service, due to ability to coordinate terminals, use alternative routes, and build run-through trains that can avoid terminal delay. In addition, I understand that Union Pacific-Southern Pacific plans to add new service between Fort Worth and Denver following the merger. This service alone, could be of great benefit to my district.
Better equipment supply after the merger should be realized by shippers. The merged Union Pacific-Southern Pacific will be able to reposition equipment more efficiently, thus offering greater equipment availability to shippers. In addition, yard consolidation will create new storage-in-transit opportunities.

Employment and economic development should also experience a rise in the North Texas area. The improvements described above should lead to an increase in traffic and greater employment opportunities for rail workers with fewer layoffs. I believe that the improved service will also help to stimulate service growth in the not only my area, but many other areas.

The effect of this merger will strengthen rail competition in the region. With the only efficient way to move goods from North Texas to California now being along Burlington Northern-Santa Fe's Southern Corridor route Southern Pacific's competing route has been plagued by capacity constraints and service problems. The merger between Union Pacific and Southern Pacific would create a railroad that could offer strong competition to Burlington Northern-Santa Fe along this important route. Competition should also increase for traffic moving to the east and south as a result of new operating rights Burlington Northern-Santa Fe will receive in East Texas and Louisiana and access it will receive to certain Mexican gateways.

The recent merger of the Burlington Northern and Santa Fe railroads created a large and efficient route system with assets that are unmatched. Other railroads are obviously not large enough to provide real competition to the Burlington Northern-Santa Fe. This could become possible, however, with the merger of Union Pacific and Southern Pacific. Together they would be large enough and efficient enough to provide effective competition. This Union Pacific-Southern Pacific merger is needed and should be allowed, to maintain and strengthen competition and to give our Union Pacific served shippers the ability to compete successfully with businesses served by the Burlington Northern-Santa Fe. Competition can only make services improve.

In conclusion, I strongly support this merger. I believe the merger will improve rail service in North Texas and will strengthen rail competition, all to the benefit of Parker County and its businesses.

Sincerely,

Ric Williamson
STATE REPRESENTATIVE
DISTRICT 61
STATE OF TEXAS

COUNTY OF PARKER

Richard F. Williamson, being first duly sworn, deposes and says that he has read the foregoing document, knows the facts asserted therein, and that the same are true as stated.

Richard F. Williamson

Subscribed and sworn to before me this 19th day of October, 1995.

Judy Plumlee
NOTARY PUBLIC
STATE OF TEXAS
Commission Expires 9-11-97
November 3, 1995

The Honorable Vernon A. Williams  
Secretary  
Interstate Commerce Commission  
Twelfth Street and Constitution Avenue, N.W.  
Room 2215  
Washington, D.C. 20423

Re: Finance Docket No. 327260, Union Pacific Corporation, et al  
Control & Merger — Southern Pacific Rail Corporation, et al

Dear Mr. Williams:

I am writing to express my support for the merger application of the Union Pacific and Southern Pacific railroads, which I believe will strengthen our rail transportation service in Louisiana.

As a condition to the merger, Union Pacific and Southern Pacific have concluded an arrangement that would grant the large Burlington Northern-Santa Fe Railroad rights to serve from New Orleans to Lake Charles in our Louisiana southern rail corridor. This will maintain a strong rail presence here for our rail users and offer some new opportunities for improved service.

New Orleans to California service will be improved as Union Pacific’s lines east of Houston will be utilized and upgrading the Southern Pacific tracks west of El Paso will assure the strongest available route for shippers. It is expected that the New Orleans to St. Louis-Chicago rail corridor will be improved through greater coordination of rail terminals. Service opportunities will increase in the north-south traffic as shipments can move directly over Union Pacific routes rather than having to be routed over Southern Pacific’s lines to Houston.

There are cost savings expected to Louisiana shippers as a result of reduced overhead, more efficient usage of equipment, rail facility consolidations and shorter routes. Additionally, it is anticipated that a New Orleans-Dallas-Amarillo-Denver-Pacific Northwest service will be initiated linking the Port of New Orleans to those points and beyond. We expect that Louisiana service improvements and efficiencies will provide new marketing opportunities for our rail customers and increase their competitive positions with their products.

I urge your approval of the merger to obtain the benefits identified in this consolidation of these two companies.

Very truly yours,

STEPHEN J. WINDHORST  
State Representative

SJW:vmi
September 26, 1995

The Honorable Vernon A. Williams
Secretary, Interstate Commerce Commission
Twelfth Street and Constitution Avenue, N.W.
Room 2215
Washington, D.C. 20423


Dear Mr. Williams:

I am writing in strong support of the Union Pacific and Southern Pacific merger. The merger will dramatically improve service and strengthen competition, including providing the first single-carrier rail service ever between Seattle/Tacoma and both southern and northern California. We will also see greatly improved service for both intermodal and carload traffic moving between California and the gateways of Chicago, Kansas City, St. Louis, Memphis, and New Orleans.

Service-sensitive southern California intermodal and automobile traffic will be concentrated on SP’s Tucumcari route and slower traffic will be concentrated on UP’s Overland route. I anticipate a reduction in delays, increased reliability and new capacity for the merged system will be seen.

We will find UP/SP being able to challenge Santa Fe’s dominance of California-Chicago intermodal traffic for the first time. Vigorous competition in this market is crucial to California’s continued economic growth and to the nation’s domestic and international competitiveness. Between Oakland and Chicago, mileage savings and operating efficiencies will allow UP/SP to offer a new third-morning intermodal service, which neither UP nor SP can do today. Between Los Angeles and Chicago, route specialization, plus linking SP’s excellent L.A. Basin intermodal terminals with UP’s excellent Chicago-area terminals, will the
greatly improve service; the merged system will be able to provide more reliable third-morning service, for the first time rivalling the service of BN/Santa Fe. Also, the combined system expects to build a new "Inland Empire" facility in southern California to handle less-than-truckload ("LTL") traffic of trucking companies in railers and containers, as well as other intermodal business.

I expect Transcontinental carload shippers will see greatly improved service with greater speed, reliability and frequency of schedules. As a result, mileage savings, gradient improvements and operating efficiencies will be enhanced. Equipment supply will be dramatically improved as a result of operating efficiencies, as well as the ability to reposition cars efficiently between northern and southern California and between California and the Pacific Northwest, along with taking advantage of backhaul and triangulation opportunities and seasonality.

The new system's routes would be significantly shorter than UP's or SP's routes today in many important corridors, including Chicago-Oakland, St. Louis-Oakland, Dallas-Los Angeles, and Memphis-Los Angeles. California shippers and receivers will enjoy extensive new single-line service.

There would be major cost savings from reduced overheads, facility consolidations, the use of the best systems of each railroad would improve efficiency and justify increased investment to expand capacity and improve service, all to the benefit of shippers. I foresee competition being strengthened in all markets.

SP officials have indicated they can't make it alone in the wake of the BN/Santa Fe merger. The BN/Santa Fe system will be far larger than either UP or SP and will have the crucial competitive strength that UP or SP separately lack. The UP/SP merger will create a competitor that is fully the equal of BN/Santa Fe.

SP has by far the most extensive shipper coverage in California, and most of SP's California customers are exclusively served by SP. SP customers have had to cope with service problems and uncertainties as to SP's finances. The UP/SP merger will provide SP shippers the assurance of top-quality service with a financially strong railroad that can afford the capital investments necessary to build new capacity, implement new technology, and continually improve its operations.
Again, I strongly support the merger between Southern Pacific and Union Pacific Railroads. If I may be of any assistance during the decision-making process, please do not hesitate to contact me.

Sincerely,

[Signature]

TOM WOODS
Assemblyman

TW: mc
The Honorable Vernon A. Williams
Secretary, Interstate Commerce Commission
Twelfth Street and Constitution Avenue, N.W., Room 2215
Washington D.C. 20423

Re: Finance Docket No. 32760

Secretary Williams:

It is with great pleasure that I write to you in support of the proposed merger of the Union Pacific Railroad and the Southern Pacific Railroad. Not only will this merger dramatically improve service, it will also strengthen competition.

The merged system will meet the competitive challenge of BN/Santa Fe. Vigorous competition in this market is crucial to California’s continued economic growth and to the nation’s domestic and international competitiveness.

In addition, major cost savings, from reduced overheads, facility consolidations and use of the best systems of each railroad, will improve efficiency and justify increased investment to expand capacity and improve service, all to the benefit of shippers.

I look forward to hearing of the Interstate Commerce Commission’s overwhelming approval of this merger. If you have any question regarding my recommendation, please do not hesitate to contact me.

Sincerely,

CATHIE WRIGHT
Senator, 19th District
November 7, 1995

Mr. Vernon Williams  
Secretary  
Interstate Commerce Commission  
12th and Constitution Avenue, N.W.  
Washington, D.C. 20423

Re: Finance Docket No. 32760—Union Pacific Corp. Et Al.—Control and Merger—Southern Pacific Rail Corp. Et Al.

Dear Secretary Williams:

During my 16 years of elected public service in the state of Arizona, I have become very familiar with the various railroad systems and their operations within the state of Arizona. I am currently a Corporation Commissioner for the Arizona Corporation Commission, and therefore have a keen interest in the welfare of railroads in this state. The Corporation Commission regulates railroad safety throughout the state of Arizona. I fully understand and appreciate the impact railroads have on the economic strength of our state. It is with this knowledge and understanding that I fully support the merger between Union Pacific and Southern Pacific Railroads. Their presence will be substantially enhanced by this merger and would prove to be very beneficial to Arizona shippers.

This merger couldn’t have come at a more crucial time to Arizona. We are in the opening years of NAFTA; this in itself provides many opportunities and challenges. This new trading partnership means more trade and economic transactions which results in the need for more reliable transportation. This merger will provide many more choices for our shippers and consumers of Arizona. We will finally be part of a larger and more competitive transportation intermodal system.

The bottom line is this: a new competitive environment for the railroad industry means customers will benefit from shorter routes, faster schedules, extensive new single line service, elimination of capacity bottlenecks, improved car handling at terminals and cost efficiencies.

I strongly urge the Commission to move quickly to approve the merger between Southern Pacific and Union Pacific. If I can provide any additional information, please contact my office.

Sincerely,

[Signature]

Carl J. Kunasek  
Corporation Commissioner

CJK/bgm
Carl J. Kunasek, being first duly sworn, deposes and says that he has read the foregoing document, knows the facts asserted therein, and that the same are true as stated.

\[Signature\]

Carl J. Kunasek

Subscribed and sworn before me this 7th day of November, 1995.

\[Signature\]

Notary Public

My Commission Expires: