



Norfolk Southern Corporation  
Agriculture Marketing  
110 Franklin Rd. SE  
Roanoke, VA 24042

**Pat Simonic**  
Director of Marketing  
(540) 985-6121(Telephone)  
(540) 981-4136 (Fax)  
[Pat.Simonic@nscorp.com](mailto:Pat.Simonic@nscorp.com)

March 11, 2010

Dear Valued Customer:

Our customers' need for competitive and timely rates is an area we plan to improve upon in the grain and edible grain markets. To address this issue we have earnestly worked to provide competitive rates in our public quotes. As such:

- Effective April 1, 2010, new public quotes NSRQ 5420 (grain) and NSRQ 5410 (flour) will become available for use to all of our valued customers. These new public quotes will replace our current quotes, which will expire on March 31, 2010. A list of expiring quotes follows on page two of this document. Lists of the commodities covered by each of the new public quotes follows on page three of this document.
- The new NSRQ 5420 rates can be found in spreadsheet format at the following web address under the heading "Related Publications":  
<http://www.nscorp.com/nscportal/nscorp/Customers/Industrial-Products/Agriculture/>
- The rates are also available for viewing today via accessNS by selecting "Future" from the "Price Status" pull down menu. After selecting "Future," don't change the date in the box that appears to the right—just hit submit.  
Current Users - [Log in](#)
  - New Users - [Registration](#)\**\*Please reference any member AG Group as a sponsor. Registration may take up to 24 hours.*

The rate coverage from the new public quotes provides coverage based on historical shipments. If you find an origin to destination pair that is not covered, please notify us and we will develop a competitive rate and add it to the applicable public quote.

It is our intent that having broader competitive coverage will provide us with a greater opportunity to pursue mutual growth.

Sincerely,

Pat Simonic – NS, Director of Marketing  
Bob George – NS, Product Manager – Wheat/Flour 540.985.6009, [rdgeorge@nscorp.com](mailto:rdgeorge@nscorp.com)  
Rob Helmick – NS, Product Manager – Corn 540.985.6024, [rahelmick@nscorp.com](mailto:rahelmick@nscorp.com)  
Steven Russell – NS, Product Manager – Soybeans 540.985.6115, [rkrussel@nscorp.com](mailto:rkrussel@nscorp.com)  
Jacob Ruhe – NS, Assistant Product Manager, Feed 540.985.6192 [Jacob.Ruhe@nscorp.com](mailto:Jacob.Ruhe@nscorp.com)



## Grain and Flour – Public Authorities Expiring on 3/31/10

- NSRQ 4446
- NSRQ 70020
- NSRQ 64782
- NSRQ 63317
- NSRQ 64079
- NSRQ 55789
- NSRQ 64376
- NSQ 76888



NSRQ 5420 STCC List

STCC	STCC Description
113110	Barley
113119	Barley, feed
113210	CORN, not popcorn
113215	Corn or maize, non popcorn
113216	Corn (not popcorn)
113225	Corn, organically grown
113310	Oats
113410	Rice, rough
113510	Rye
113655	Milo
113690	Sorghum
113710	Wheat
113715	Wheat, organically grown
113720	Wheat, durum amber or red
113730	Wheat, feed
113910	Buckwheat
113930	Grain Screenings
113990	Grain, NEC
114410	Soybeans, dried
114411	Soybeans, organically grown
114415	Soybeans, fresh
114416	Soybeans, organically grown
114420	Screenings, soybeans
114425	Soybeans, organically grown
114950	Canola Seeds
115973	Seed grain
2041854	Grain dust

NSRQ 5410 STCC List

STCC	STCC Description
2041110	FLOUR,WHEAT
2041115	SEMOLINA FLR MX
2041125	SEMOLINA
2041130	VITAL WHEAT GLU
2041312	CORN MEAL,EDIB
2041315	CORN MEAL
2041320	CORN FLOUR
2041410	RYE FLOUR
2041610	OAT FLOUR
2041962	WHEAT FOUR
2041972	WHEAT GERM
2041992	FLOUR, GRAIN
2041993	GRITS, NEC
2044215	RICE FLOUR
2044220	RICE BRAN
2045220	CAKE PREP
2045290	FLOUR EDBL NEC
2092326	SOYBEAN FLOUR