



Norfolk Southern Corporation  
Agriculture Marketing  
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Dear Valued Customer:

In an effort to improve our coverage for ethanol tariff pricing, Norfolk Southern announces the following changes to our ethanol pricing structure:

- Effective January 15, 2010, the new public tariff (NSRQ 70120) with increased rate coverage from known origin and destination points will become available for use to all of our valued customers.

These rates are currently available for viewing via [accessNS](#).

- Current Users - [Log in](#)
- New Users - [Registration](#)\*

*\*Please reference any member of the Agriculture Group as a sponsor. Registration may take up to 24 hours.*

- Effective January 14, 2010, to eliminate any confusion that may result from more than one public document we will expire the ethanol tariff NSRQ 65174.

Please note that the increased rate coverage from the new public quote (NSRQ 70120) may not be exhaustive but provides maximum coverage based on historical shipments. Consequently, 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 this public quote.

All-in-all, we are very excited with this new document. It is our intent that having broader, competitive coverage will provide us more opportunity to pursue mutual growth, as well as allow us more time to cultivate the relationships we have built with each of you over the years.

If you have any questions or concerns, please don't hesitate to contact us.

Thank you for your business.

Sincerely,

Alan Julian – NS, Director of Marketing

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