



Norfolk Southern Corporation  
Agriculture Marketing  
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Dear Valued Customer:

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

- Effective April 1, 2010, two new public quotes, NSRQ 5400 and NSRQ 6400, 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 follow on page three of this document.
- The new NSRQ 5400 and NSRQ 6400 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.*

Please note that the rate coverage from the new public quotes may not be exhaustive but provides 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 the applicable public quote.

We are very excited about these new documents. It is our intent that having broader, competitive coverage will provide us with greater opportunity to pursue mutual growth, as well as allow us more time to cultivate the relationships we have built with each of you.

If you have any questions or concerns, please don't hesitate to contact your Sales Representative or one of us listed below. Thank you for your business.

Sincerely,

Pat Simonic – NS, Director of Marketing

Jacob Ruhe – NS, Assistant Product Manager, Feed  
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## Feed – Public Authorities Expiring on 3/31/10

- NSPB 20144
- NSPB 20419
- NSPB 20467
- NSQ 73615
- NSQ 75151
- NSQ 76888
- NSQ 73615
- NSQ 76888
- NSQ 79562
- NSQ 82971
- NSRQ 4400
- NSRQ 4446
- NSRQ 52302
- NSRQ 54981
- NSRQ 55438
- NSRQ 57302
- NSRQ 63317
- NSRQ 64376
- NSRQ 4446
- NSRQ 52302
- NSRQ 54981
- NSRQ 55591
- NSRQ 57302
- NSRQ 59689
- NSRQ 64475

**NSRQ 5400 STCC List**

STCC Number	Commodity Description
0113310	OATS
0113330	OATS, FEED
0113930	SCREENING, GRAIN
0114110	COTTONSEEDS
0114940	SUNFLOWER SEEDS
0119110	HAY
2041210	MIDDINGS, WHEAT
2041288	WHT GR ML FD PL
2041290	WHT BRAN MSORS
2041312	CORN MEAL, EDIB
2041810	CORN COB PRD
2041818	CORN SHUCK FEED
2041822	GRAIN MILL FEED
2041843	OAT GROATS, FD
2041954	FARINA OT CERAL
2041965	OAT BRAN
2041983	WHEAT C G S & D
2041991	BRAN, NEC
2041993	GRITS, NEC
2042110	BIRD FOOD, SEED
2042127	CITRUS POMACE
2042149	FEED SOYBN MILL
2042156	BRAN CORN OFFAL
2042179	SODIUM SESQUICA
2042196	GRAIN FEED NEC
2044920	RICE HULLS, GRD
2046730	CORN GERM
2046940	HOMINY MEAL
2061710	BLACK STRAP
2061930	BEET PULP, DRY
2062525	MOLASSES REFUSE
2071317	COCOA BN SHELLS
2091441	CTNSD OL CK ML
2091465	COTTONSEED HULL
2092325	SOYBEAN GRITS
2093917	PEANUT OIL CAKE
2093973	PEANUT HULLS CR
2093975	PNUT HULS OT FD
2093977	FEED, PELLETS

**NSRQ 6400 STCC List**

STCC Number	Commodity Description
0199210	ALFALFA MEAL
2013120	LARD OIL, EDBL
2013190	LARD, NEC
2013920	STEARINE ANIMAL
2013945	GREASE ANIMAL
2013953	TAL, OIL, EDIBLE
2013955	TALLOW ANIMAL
2014310	ANML GREASE, INEDB
2014320	ANML GREASE
2014335	TALLOW OIL, INED
2014345	STEARINE INEDBL
2014350	ANIMAL TALLOW
2014355	ANIMAL TALLOW
2014391	GREASE OIL, INED
2015820	POULTRY FATS
2041215	BRAN, WHEAT
2041220	WHEAT BRAN
2041826	GRAIN SCRNGS
2041928	GLUTEN MEAL
2041931	WHEAT GERM MEAL
2041977	MILLET HULLED
2042106	BICARB OF SODA
2042108	CALCIUM SALTS
2042113	ANML FD SUPP
2042114	AORP FOOD SUPL
2042124	LYSINE
2042133	MEAT, FISH, FD
2042135	ANIMAL FEED, LIQ
2042153	ALFALFA MEAL
2042175	FEED GLUTEN
2042190	FEED, AORP, PREP
2044220	RICE BRAN
2044310	BREWERS RICE
2046715	CORN CAKE OR ML
2046740	CORN GLUTEN FD
2093915	LINSEED OIL CAK
2093916	SUNFLOWER SD CK
2093955	NUT HULLS
2094250	FISH MEAL G PLV