



Norfolk Southern Corporation
Agriculture Marketing
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Dear Valued Customer:

In an effort to improve our coverage for bulk ingredient tariff pricing, Norfolk Southern announces the following changes to our pricing structure for bulk commodities (Sugar, Malt, Molasses, Malt and Chocolate, Cocoa Paste, Cocoa Butter, Blanched Peanuts, and various Syrups):

- Effective January 15, 2010, the new public tariff (NSRQ 70125) 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](#)
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**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 following tariffs: NSQ 77070, NSQ 81064, NSQ 77578, NSRQ 55438 and NSRQ 65635.

Please note that the increased rate coverage from the new public quote (NSRQ 70125) 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 your Sales Representative or one of us listed below. Thank you for your business.

Sincerely,

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