



Norfolk Southern Corporation
Agriculture Marketing
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Dear Valued Customer:

We plan to offer new public Tankage rates according to a revised structure in tariff NSQ 75151 effective April 1, 2010. The Tankage rates currently active in NSQ 75151 will expire March 31, 2010, as a result. We have earnestly worked to provide competitive rates in our public quote. The new rates can be found 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 quote 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 this public quote.

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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