



Norfolk Southern Corporation  
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Dear Valued Customer:

We at Norfolk Southern continue to look for ways to better serve our customers. The customer's need for competitive and available rates is an area we plan to improve in the commoditized Fertilizer market. To address this issue we have earnestly worked to provide competitive rates in our public tariff. As such:

- Our new public tariff (NSRQ 65725) will become effective July 15, 2009. This new public tariff will have increased rate coverage from known origin and destination points. These rates are currently available for viewing via [accessNS](#). In the event you're not registered for [accessNS](#) please register at your earliest convenience, noting registration may take 24 hours for system approval. You may also download a copy of NSRQ 65725 at our [public price publications](#) page.
- In effort to provide smooth transition and eliminate any confusion that may result from more than one public document, we will be expiring our current public tariff per the schedule below. **NOTE:** This would include the NSRQ 4448 and any other authorities which begin with the NSRQ prefix.
  - July 14<sup>th</sup> 2009                      Local NSRQs
  - August 31<sup>st</sup> 2009                    Joint Line NSRQs

Please note that the increased rate coverage from the new public tariff (NSRQ 65725) may not provide maximum coverage based on your 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 this public quote.

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.

Again, we thank you for your understanding and business.

Sincerely,

Alan Julian  
Brook Emery  
Brenda Taylor  
Norfolk Southern Fertilizer Team