THE KANSAS CITY SOUTHERN RAILWAY COMPANY

CONTRACT SUMMARY

EFFECTIVE: April 1, 2012

Vice President Marketing
427 West 12th Street
Kansas City, MO 64105
1. **PARTICIPATING CARRIES:**
   The Kansas City Southern Railway Company  
   427<sup>th</sup> West 12<sup>th</sup> Street  
   Kansas City, MO 64105

2. **COMMODITY(S):**
   corn, sorghums, wheat, grain screenings and soybeans

3. **SHIPPER:**
   OK Feed Mill

4. **ORIGIN/DESTINATION(S):**
   Tariff KCS 4032

5. **DURATION OF CONTRACT:**
   commencement date of: April 1, 2012  
   through September 30, 2012  
   Automatic provision: not applicable

6. **RAIL CAR DATA:**
   Does not entail rail car data

7. **BASE RATE:**
   KCS 4032 Series  
   Escalation not applicable

8. **VOLUME:**
   Not applicable

9. **SPECIAL FEATURES:**
   Not applicable
THE KANSAS CITY SOUTHERN RAILWAY COMPANY

CONTRACT
SUMMARY

EFFECTIVE: April 1, 2012

Vice President Marketing
427 West 12th Street
Kansas City, MO 64105
1. PARTICIPATING CARRIERS: The Kansas City Southern Railway Company  
   427th West 12th Street  
   Kansas City, MO 64105

2. COMMODITY(S): corn, sorghums, wheat and soybeans

3. SHIPPER: MFA Inc.

4. ORIGIN/DESTINATION(S): Tariff KCS 4032

5. DURATION OF CONTRACT: commencement date of: April 1, 2012  
   through September 30, 2012  
   Automatic provision: not applicable

6. RAIL CAR DATA: Does not entail rail car data

7. BASE RATE: KCS 4032 Series  
   Escalation not applicable

8. VOLUME: Not applicable

9. SPECIAL FEATURES: Not applicable
THE KANSAS CITY SOUTHERN RAILWAY COMPANY

CONTRACT
SUMMARY

EFFECTIVE: April 1, 2012

Vice President Marketing
427 West 12th Street
Kansas City, MO 64105
1. PARTICIPATING CARRIES: The Kansas City Southern Railway Company
   427th West 12th Street
   Kansas City, MO 64105

2. COMMODITY(S): corn, sorghum grains, wheat and soybeans

3. SHIPPER: Interstate Commodities Inc.

4. ORIGIN/DESTINATION(S): Tariff KCS 4032

5. DURATION OF CONTRACT: commencement date of: April 1 2012 through September 30, 2012
   Automatic provision: not applicable

6. RAIL CAR DATA: Does not entail rail car data

7. BASE RATE: KCS 4032 Series
   Escalation not applicable

8. VOLUME: Not applicable

9. SPECIAL FEATURES: Not applicable
THE KANSAS CITY SOUTHERN RAILWAY COMPANY

CONTRACT SUMMARY

EFFECTIVE: April 1, 2012

Vice President Marketing
427 West 12th Street
Kansas City, MO 64105
|   | PARTICIPATING CARRIES: | The Kansas City Southern Railway Company  
|   |                     | 427th West 12th Street  
|   |                     | Kansas City, MO 64105  |
| 2. | COMMODITY(S): | corn and soybeans  |
| 3. | SHIPPER: | Farmers Grain Terminal  |
| 4. | ORIGIN/DESTINATION(S): | Tariff KCS 4032  |
| 5. | DURATION OF CONTRACT: | commencement date of: April 1, 2012  
|   |                     | through September 30, 2012  
|   |                     | Automatic provision: not applicable  |
| 6. | RAIL CAR DATA: | Does not entail rail car data  |
| 7. | BASE RATE: | KCS 4032 Series  
|   |                     | Escalation not applicable  |
| 8. | VOLUME: | Not applicable  |
| 9. | SPECIAL FEATURES: | Not applicable  |
THE KANSAS CITY SOUTHERN RAILWAY COMPANY

CONTRACT
SUMMARY

EFFECTIVE: April 1, 2012

Vice President Marketing
427 West 12th Street
Kansas City, MO 64105
|   | PARTICIPATING CARRIES: | The Kansas City Southern Railway Company  
|   |                       | 427th West 12th Street  
|   |                       | Kansas City, MO 64105  |
| 2. | COMMODITY(S):         | corn, wheat and soybeans |
| 3. | SHIPPER:              | Lansing Louisiana       |
| 4. | ORIGIN/DESTINATION(S):| Tariff KCS 4032         |
| 5. | DURATION OF CONTRACT: | commencement date of: April 1, 2012  
|   |                       | through September 30, 2012  
|   |                       | Automatic provision: not applicable |
| 6. | RAIL CAR DATA:        | Does not entail rail car data |
| 7. | BASE RATE:            | KCS 4032 Series  
|   |                       | Escalation not applicable |
| 8. | VOLUME:               | Not applicable |
| 9. | SPECIAL FEATURES:     | Not applicable |
THE KANSAS CITY SOUTHERN RAILWAY COMPANY

CONTRACT SUMMARY

EFFECTIVE: April 1, 2012

Vice President Marketing
427 West 12th Street
Kansas City, MO 64105
1. PARTICIPATING CARRIERS: The Kansas City Southern Railway Company  
   427th West 12th Street  
   Kansas City, MO 64105

2. COMMODITY(S): corn, sorghum grains, wheat, soybeans

3. SHIPPER: Cargill

4. ORIGIN/DESTINATION(S): Tariff KCS 4032

5. DURATION OF CONTRACT: commencement date of: April 1, 2012  
   through September 30, 2012  
   Automatic provision: not applicable

6. RAIL CAR DATA: Does not entail rail car data

7. BASE RATE: KCS 4032 Series  
   Escalation not applicable

8. VOLUME: Not applicable

9. SPECIAL FEATURES: Not applicable
THE KANSAS CITY SOUTHERN RAILWAY COMPANY

CONTRACT SUMMARY

EFFECTIVE: April 1, 2012

Vice President Marketing
427 West 12th Street
Kansas City, MO 64105
1. PARTICIPATING CARRIES: The Kansas City Southern Railway Company  
   427th West 12th Street  
   Kansas City, MO 64105

2. COMMODITY(S): corn, sorghum grains, wheat and soybeans

3. SHIPPER: Bartlett & Co

4. ORIGIN/DESTINATION(S): Tariff KCS 4032

5. DURATION OF CONTRACT: commencement date of: April 1, 2012  
   through September 30, 2012  
   Automatic provision: not applicable

6. RAIL CAR DATA: Does not entail rail car data

7. BASE RATE: KCS 4032 Series  
   Escalation not applicable

8. VOLUME: Not applicable

9. SPECIAL FEATURES: Not applicable
THE KANSAS CITY SOUTHERN RAILWAY COMPANY

CONTRACT
SUMMARY

EFFECTIVE: April 1, 2012

Vice President Marketing
427 West 12th Street
Kansas City, MO 64105
1. PARTICIPATING CARRIES: The Kansas City Southern Railway Company
427th West 12th Street
Kansas City, MO 64105

2. COMMODITY(S): corn, sorghum grains, wheat and soybeans

3. SHIPPER: MFA Inc.

4. ORIGIN/DESTINATION(S): Tariff KCS 4032

5. DURATION OF CONTRACT: commencement date of: April 1, 2012 through September 30, 2012
Automatic provision: not applicable

6. RAIL CAR DATA: Does not entail rail car data

7. BASE RATE: KCS 4032 Series
Escalation not applicable

8. VOLUME: Not applicable

9. SPECIAL FEATURES: Not applicable
THE KANSAS CITY SOUTHERN RAILWAY COMPANY

CONTRACT
SUMMARY

EFFECTIVE: April 1, 2012

Vice President Marketing
427 West 12th Street
Kansas City, MO 64105
1. PARTICIPATING CARRIES: The Kansas City Southern Railway Company
   427th West 12th Street
   Kansas City, MO 64105

2. COMMODITY(S): barley, sorghum grains, wheat and soybeans

3. SHIPPER: Central Missouri Agriservice

4. ORIGIN/DESTINATION(S): Tariff KCS 4032

5. DURATION OF CONTRACT: commencement date of: April 1, 2012
   through September 30, 2012
   Automatic provision: not applicable

6. RAIL CAR DATA: Does not entail rail car data

7. BASE RATE: KCS 4032 Series
   Escalation not applicable

8. VOLUME: Not applicable

9. SPECIAL FEATURES: Not applicable
THE KANSAS CITY SOUTHERN RAILWAY COMPANY

CONTRACT SUMMARY

EFFECTIVE: April 1, 2012

Vice President Marketing
427 West 12th Street
Kansas City, MO 64105
1. PARTICIPATING CARRIES: The Kansas City Southern Railway Company  
   427th West 12th Street  
   Kansas City, MO 64105

2. COMMODITY(S): corn, sorghum grains, wheat, soybeans

3. SHIPPER: Farmers Grain Terminal

4. ORIGIN/DESTINATION(S): Tariff KCS 4032

5. DURATION OF CONTRACT: commencement date of: April 1, 2012 through September 30, 2012  
   Automatic provision: not applicable

6. RAIL CAR DATA: Does not entail rail car data

7. BASE RATE: KCS 4032 Series  
   Escalation not applicable

8. VOLUME: Not applicable

9. SPECIAL FEATURES: Not applicable
THE KANSAS CITY SOUTHERN RAILWAY COMPANY

CONTRACT
SUMMARY

EFFECTIVE: April 1, 2012

Vice President Marketing
427 West 12th Street
Kansas City, MO 64105
1. PARTICIPATING CARRIES: The Kansas City Southern Railway Company
   427th West 12th Street
   Kansas City, MO 64105

2. COMMODITY(S): corn, sorghum grains, wheat and soybeans

3. SHIPPER: Ray-Carroll County Grain Growers

4. ORIGIN/DESTINATION(S): Tariff KCS 4032

5. DURATION OF CONTRACT: commencement date of: April 1, 2012
   through September 30, 2012
   Automatic provision: not applicable

6. RAIL CAR DATA: Does not entail rail car data

7. BASE RATE: KCS 4032 Series
   Escalation not applicable

8. VOLUME: Not applicable

9. SPECIAL FEATURES: Not applicable
THE KANSAS CITY SOUTHERN RAILWAY COMPANY

CONTRACT
SUMMARY

EFFECTIVE: April 1, 2012

Vice President Marketing
427 West 12th Street
Kansas City, MO 64105
1. PARTICIPATING CARRIES: The Kansas City Southern Railway Company
   427th West 12th Street
   Kansas City, MO 64105

2. COMMODITY(S): corn, sorghum grains, wheat and soybeans

3. SHIPPER: Cargill Inc.

4. ORIGIN/DESTINATION(S): Tariff KCS 4032

5. DURATION OF CONTRACT: commencement date of: April 1, 2012
   through September 30, 2012
   Automatic provision: not applicable

6. RAIL CAR DATA: Does not entail rail car data

7. BASE RATE: KCS 4032 Series
   Escalation not applicable

8. VOLUME: Not applicable

9. SPECIAL FEATURES: Not applicable
THE KANSAS CITY SOUTHERN RAILWAY COMPANY

CONTRACT
SUMMARY

EFFECTIVE: April 1, 2012

Vice President Marketing
427 West 12th Street
Kansas City, MO 64105
1. PARTICIPATING CARRIES: The Kansas City Southern Railway Company
   427th West 12th Street
   Kansas City, MO 64105

2. COMMODITY(S): corn, sorghums, wheat and soybeans

3. SHIPPER: Lansing Louisiana

4. ORIGIN/DESTINATION(S): Tariff KCS 4032

5. DURATION OF CONTRACT: commencement date of: April 1, 2012 through September 30, 2012
   Automatic provision: not applicable

6. RAIL CAR DATA: Does not entail rail car data

7. BASE RATE: KCS 4032 Series
   Escalation not applicable

8. VOLUME: Not applicable

9. SPECIAL FEATURES: Not applicable
THE KANSAS CITY SOUTHERN RAILWAY COMPANY

CONTRACT SUMMARY

EFFECTIVE: April 1, 2012

Vice President Marketing
427 West 12th Street
Kansas City, MO 64105
1. **PARTICIPATING CARRIES:** The Kansas City Southern Railway Company  
   427th West 12th Street  
   Kansas City, MO 64105

2. **COMMODITY(S):** corn, sorghum grains, wheat and soybeans

3. **SHIPPER:** Cargill Inc.

4. **ORIGIN/DESTINATION(S):** Tariff KCS 4032

5. **DURATION OF CONTRACT:** commencement date of: April 1, 2012 through September 30, 2012  
   Automatic provision: not applicable

6. **RAIL CAR DATA:** Does not entail rail car data

7. **BASE RATE:** KCS 4032 Series  
   Escalation not applicable

8. **VOLUME:** Not applicable

9. **SPECIAL FEATURES:** Not applicable
THE KANSAS CITY SOUTHERN RAILWAY COMPANY

CONTRACT
SUMMARY

EFFECTIVE: April 1, 2012

Vice President Marketing
427 West 12th Street
Kansas City, MO 64105
1. PARTICIPATING CARRIES: The Kansas City Southern Railway Company
   427th West 12th Street
   Kansas City, MO 64105

2. COMMODITY(S): corn, sorghum grains, wheat and soybeans

3. SHIPPER: MFA Inc.

4. ORIGIN/DESTINATION(S): Tariff KCS 4032

5. DURATION OF CONTRACT: commencement date of: April 1, 2012
   through September 30, 2012
   Automatic provision: not applicable

6. RAIL CAR DATA: Does not entail rail car data

7. BASE RATE: KCS 4032 Series
   Escalation not applicable

8. VOLUME: Not applicable

9. SPECIAL FEATURES: Not applicable
THE KANSAS CITY SOUTHERN RAILWAY COMPANY

CONTRACT SUMMARY

EFFECTIVE: April 1, 2012

Vice President Marketing
427 West 12th Street
Kansas City, MO 64105
1. PARTICIPATING CARRIES: The Kansas City Southern Railway Company
   427th West 12th Street
   Kansas City, MO 64105

2. COMMODITY(S): corn, wheat and soybeans

3. SHIPPER: Cargill Inc.

4. ORIGIN/DESTINATION(S): Tariff KCS 4032

5. DURATION OF CONTRACT: commencement date of: April 1, 2012
   through September 30, 2012
   Automatic provision: not applicable

6. RAIL CAR DATA: Does not entail rail car data

7. BASE RATE: KCS 4032 Series
   Escalation not applicable

8. VOLUME: Not applicable

9. SPECIAL FEATURES: Not applicable
THE KANSAS CITY SOUTHERN RAILWAY COMPANY

CONTRACT SUMMARY

EFFECTIVE: April 1, 2012

Vice President Marketing
427 West 12th Street
Kansas City, MO 64105
1. **PARTICIPATING CARRIES:** The Kansas City Southern Railway Company  
   427th West 12th Street  
   Kansas City, MO 64105

2. **COMMODITY(S):** corn, wheat and soybeans

3. **SHIPPER:** Cargill Inc.

4. **ORIGIN/DESTINATION(S):** Tariff KCS 4032

5. **DURATION OF CONTRACT:** commencement date of: April 1, 2012  
   through September 30, 2012  
   Automatic provision: not applicable

6. **RAIL CAR DATA:** Does not entail rail car data

7. **BASE RATE:** KCS 4032 Series  
   Escalation not applicable

8. **VOLUME:** Not applicable

9. **SPECIAL FEATURES:** Not applicable
THE KANSAS CITY SOUTHERN RAILWAY COMPANY

CONTRACT
SUMMARY

EFFECTIVE: April 1, 2012

Vice President Marketing
427 West 12th Street
Kansas City, MO 64105
1. PARTICIPATING CARRIES: The Kansas City Southern Railway Company  
   427th West 12th Street  
   Kansas City, MO 64105

2. COMMODITY(S): corn, sorghum grains, wheat and soybeans

3. SHIPPER: Farmers Grain Terminal

4. ORIGIN/DESTINATION(S): Tariff KCS 4032

5. DURATION OF CONTRACT: commencement date of: April 1, 2012 through September 30, 2012  
   Automatic provision: not applicable

6. RAIL CAR DATA: Does not entail rail car data

7. BASE RATE: KCS 4032 Series  
   Escalation not applicable

8. VOLUME: Not applicable

9. SPECIAL FEATURES: Not applicable
THE KANSAS CITY SOUTHERN RAILWAY COMPANY

CONTRACT
SUMMARY

EFFECTIVE: April 1, 2012

Vice President Marketing
427 West 12th Street
Kansas City, MO 64105
1. PARTICIPATING CARRIES: The Kansas City Southern Railway Company  
   427th West 12th Street 
   Kansas City, MO 64105

2. COMMODITY(S): corn, grain nec, wheat and soybeans

3. SHIPPER: MFA Inc.

4. ORIGIN/DESTINATION(S): Tariff KCS 4032

5. DURATION OF CONTRACT: commencement date of: April 1, 2012 
   through September 30, 2012 
   Automatic provision: not applicable

6. RAIL CAR DATA: Does not entail rail car data

7. BASE RATE: KCS 4032 Series 
   Escalation not applicable

8. VOLUME: Not applicable

9. SPECIAL FEATURES: Not applicable
THE KANSAS CITY SOUTHERN RAILWAY COMPANY

CONTRACT
SUMMARY

EFFECTIVE: April 1, 2012

Vice President Marketing
427 West 12th Street
Kansas City, MO 64105
1. PARTICIPATING CARRIERS: The Kansas City Southern Railway Company  
   427th West 12th Street  
   Kansas City, MO 64105

2. COMMODITY(S): seeds, sunflower

3. SHIPPER: Frank Bailey Grain Company Inc.

4. ORIGIN/DESTINATION(S): Tariff KCS 4032

5. DURATION OF CONTRACT: commencement date of: April 1, 2012  
   through September 30, 2012  
   Automatic provision: not applicable

6. RAIL CAR DATA: Does not entail rail car data

7. BASE RATE: KCS 4032 Series  
   Escalation not applicable

8. VOLUME: Not applicable

9. SPECIAL FEATURES: Not applicable
THE KANSAS CITY SOUTHERN RAILWAY COMPANY

CONTRACT
SUMMARY

EFFECTIVE: April 1, 2012

Vice President Marketing
427 West 12th Street
Kansas City, MO 64105
1. PARTICIPATING CARRIERS: The Kansas City Southern Railway Company 427th West 12th Street Kansas City, MO 64105

2. COMMODITY(S): oats

3. SHIPPER: General Mills

4. ORIGIN/DESTINATION(S): Tariff KCS 4032

5. DURATION OF CONTRACT: commencement date of: April 1, 2012 through December 31, 2012 Automatic provision: not applicable

6. RAIL CAR DATA: Does not entail rail car data

7. BASE RATE: KCS 4032 Series Escalation not applicable

8. VOLUME: Not applicable

9. SPECIAL FEATURES: Not applicable