THE KANSAS CITY SOUTHERN RAILWAY COMPANY

CONTRACT SUMMARY

EFFECTIVE: July 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 |
| 3. | SHIPPER: | Bartlett & Co. |
| 4. | ORIGIN/DESTINATION(S): | Tariff KCS 4032 |
| 5. | DURATION OF CONTRACT: | commencement date of: July 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 |
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: July 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: July 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: July 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: July 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: July 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: July 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 and wheat

3. SHIPPER: Bartlett & Co.

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

5. DURATION OF CONTRACT: commencement date of: July 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
THE KANSAS CITY SOUTHERN RAILWAY COMPANY

CONTRACT SUMMARY

EFFECTIVE: July 6, 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

3. **SHIPPER:** Lansing Louisiana

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

5. **DURATION OF CONTRACT:** commencement date of: July 6, 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