THE KANSAS CITY SOUTHERN RAILWAY COMPANY

CONTRACT SUMMARY

EFFECTIVE: August 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):** soybeans

3. **SHIPPER:** Archer Daniels Midland Co.

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

5. **DURATION OF CONTRACT:** commencement date of: August 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: August 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: August 1, 2012
   through March 31, 2013
   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