NORFOLK SOUTHERN RAILWAY COMPANY
AND CONSOLIDATED SUBSIDIARIES

CONTRACT SUMMARY

ISSUED: June 25, 2012
EFFECTIVE: June 25, 2012

ISSUED BY
J. R. EATON
MANAGER PRICING SERVICES
NORFOLK SOUTHERN CORPORATION
9TH FLOOR
110 FRANKLIN ROAD, S.E.
ROANOKE, VIRGINIA 24042-0041
## RULES AND OTHER GOVERNING PROVISIONS

<table>
<thead>
<tr>
<th>ITEM</th>
<th>SUBJECT</th>
<th>APPLICATION</th>
</tr>
</thead>
<tbody>
<tr>
<td>10</td>
<td>Carrier Names</td>
<td>Norfolk Southern Railway Company and Consolidated Subsidiaries</td>
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<td>110 Franklin Road, S.E., Roanoke, VA 24042</td>
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<tr>
<td>20</td>
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<tr>
<td>30</td>
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<td>Contract</td>
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<td>Points and Other</td>
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<tr>
<td></td>
<td></td>
<td>or</td>
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<td></td>
<td>(i)(B) Shipper will furnish the rail cars used for the transportation</td>
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<tr>
<td></td>
<td></td>
<td>provided under the Contract, and those rail cars will not be</td>
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<td></td>
<td></td>
<td>leased from the Carrier.</td>
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<tr>
<td></td>
<td></td>
<td>or</td>
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<td>(ii)(B) The Contract is restricted to services that do not entail car</td>
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<td>Rates</td>
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(C2E-BNP)
NORFOLK SOUTHERN RAILWAY COMPANY
AND CONSOLIDATED SUBSIDIARIES

CONTRACT SUMMARY

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ISSUED BY
J. R. EATON
MANAGER PRICING SERVICES
NORFOLK SOUTHERN CORPORATION
9TH FLOOR
110 FRANKLIN ROAD, S.E.
ROANOKE, VIRGINIA 24042-0041
### CONTRACT SUMMARY STB-NS-C-01544B

#### RULES AND OTHER GOVERNING PROVISIONS

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| 10   | Carrier Names | Norfolk Southern Railway Company and Consolidated Subsidiaries  
110 Franklin Road, S.E., Roanoke, VA 24042 |
| 20   | Commodity | Wheat |
| 30   | Shipper | ADM Flour Milling |
| 40   | Contract Duration | (i) Application Date: June 1, 2012  
(ii) Termination Date: September 30, 2012  
(iii) Optional Extension: No |
| 50   | Origins, Destinations, Transit Points and Other Shipper Facilities | (i) Origin(s): All points GA, NC, SC  
Destination(s): Cleveland, TN  
Ports(s): NA  
Transit point(s): NA  
Shipper Facility: NA |
| 60   | Rail Car Data | (A) Number of Dedicated Cars  
(i)(A) Available & Owned by Carrier: NA  
(ii)(A) Available & Leased by Carrier: NA  
Average Number of Bad Order: NA  
(i)(B) Shipper will furnish the rail cars used for the transportation provided under the Contract, and those rail cars will not be leased from the Carrier.  
(ii)(B) The Contract is restricted to services that do not entail car supply. |
| 70   | Rates and Charges | (i) Base Rates and Charges: NSRQ 5420-series Publication  
(ii) Escalation: N/A |
| 80   | Volume | (i) Movement Type: Multiple-car/Unit-train  
(ii) Minimum and Actual Volume: NA  
(iii) Volume Breakpoints: NA |
<p>| 90   | Special Features | Rates |</p>
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| 10   | Carrier Names | Norfolk Southern Railway Company and Consolidated Subsidiaries  
       |         | 110 Franklin Road, S.E., Roanoke, VA 24042 |
| 20   | Commodity | Soy Grits & Flour |
| 30   | Contract Duration (i) Application Date: | June 21, 2012 |
|      | (ii) Termination Date: | April 30, 2013 (Extension) |
|      | (iii) Optional Extension: | NO |
| 40   | Rail Car Data (A) Number of Dedicated Cars |
|      | (i)(A) Available & Owned by Carrier: | NA |
|      | (ii)(A) Available & Leased by Carrier: | NA |
|      | Average Number of Bad order: | NA |
|      | or |
|      | (i)(B) Shipper will furnish the rail cars used for the transportation provided under the Contract, and those rail cars will not be leased from the Carrier. |
| 50   | Special Features | Rates |

(C2E-BNP)
NORFOLK SOUTHERN RAILWAY COMPANY
AND CONSOLIDATED SUBSIDIARIES

CONTRACT SUMMARY

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MANAGER PRICING SERVICES
NORFOLK SOUTHERN CORPORATION
9TH FLOOR
110 FRANKLIN ROAD, S.E.
ROANOKE, VIRGINIA 24042-0041
# AMENDMENT NO. 1

## CONTRACT SUMMARY STB-NS-C-01403B

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110 Franklin Road, S.E., Roanoke, VA 24042  

Pan Am Southern,  

1700 Iron Horse Park, North Billerica, MA 01862 |
| 20   | Commodity | Oils, Food Prep (See Attached Exhibit) |
| 30   | Contract Duration (i) | Application Date: June 1, 2012 |
|      |          | (ii) Termination Date: May 31, 2013 (Extension) |
|      |          | (iii) Optional Extension: NO |
| 40   | Rail Car Data (A) | Number of Dedicated Cars  

(i)(A) Available & Owned by Carrier: NA  

(ii)(A) Available & Leased by Carrier: NA  

Average Number of Bad order: NA  

or  

(i)(B) Shipper will furnish the rail cars used for the transportation provided under the Contract, and those rail cars will not be leased from the Carrier. |
| 50   | Special Features | NA  

Rates |

(C2E-BNP)
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<td>20-467-22</td>
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<td>Liquid Corn Solubles</td>
<td>20-467-25</td>
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<tr>
<td>Fatty Acids of Vegetable Oils, Inedible</td>
<td>28-994-28</td>
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NORFOLK SOUTHERN RAILWAY COMPANY
AND CONSOLIDATED SUBSIDIARIES

CONTRACT SUMMARY

ISSUED: June 25, 2012
EFFECTIVE: June 25, 2012

ISSUED BY
J. R. EATON
MANAGER PRICING SERVICES
NORFOLK SOUTHERN CORPORATION
9TH FLOOR
110 FRANKLIN ROAD, S.E.
ROANOKE, VIRGINIA 24042-0041
# CONTRACT SUMMARY STB-NS-C-01403C

## RULES AND OTHER GOVERNING PROVISIONS

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<td>Norfolk Southern Railway Company and Consolidaed Subsidiaries 110 Franklin Road, S.E., Roanoke, VA 24042 New York &amp; Atlantic Railway Company 68-01 Otto Road, Glendale, NY 11385</td>
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## CONTRACT SUMMARY STB-NS-C-01550

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|      |         | 110 Franklin Road, S.E., Roanoke, VA 24042 |
| 20   | Commodity | Oils, Food Prep |
| 30   | Contract Duration |  
| (i)  | Application Date: | May 1, 2012 |
| (ii) | Termination Date: | November 30, 2012 |
| (iii)| Optional Extension: | NO |
| 40   | Rail Car Data | Number of Dedicated Cars  
| (i)(A)| Available & Owned by Carrier: | NA  
| (ii)(A)| Available & Leased by Carrier: | NA |
| or   | Average Number of Bad order: | NA |
| (i)(B)| Shipper will furnish the rail cars used for the transportation provided under the Contract, and those rail cars will not be leased from the Carrier. |
| 50   | Special Features | NA |
|      | Rates | |

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</tr>
<tr>
<td>20</td>
<td>Commodity</td>
<td>Syrup &amp; Liquid Sugar</td>
</tr>
<tr>
<td>30</td>
<td>Contract Duration (i)</td>
<td>Application Date: June 22, 2012</td>
</tr>
<tr>
<td></td>
<td>(ii)</td>
<td>Termination Date: June 21, 2013</td>
</tr>
<tr>
<td></td>
<td>(iii)</td>
<td>Optional Extension: NO</td>
</tr>
<tr>
<td>40</td>
<td>Rail Car Data (A)</td>
<td>Number of Dedicated Cars</td>
</tr>
<tr>
<td></td>
<td>(i)(A)</td>
<td>Available &amp; Owned by Carrier: NA</td>
</tr>
<tr>
<td></td>
<td>(ii)(A)</td>
<td>Available &amp; Leased by Carrier: NA</td>
</tr>
<tr>
<td></td>
<td>or</td>
<td>Average Number of Bad order: NA</td>
</tr>
<tr>
<td></td>
<td>(i)(B)</td>
<td>Shipper will furnish the rail cars used for the transportation provided</td>
</tr>
<tr>
<td></td>
<td></td>
<td>under the Contract, and those rail cars will not be leased from the Carrier.</td>
</tr>
<tr>
<td>50</td>
<td>Special Features</td>
<td>NA</td>
</tr>
<tr>
<td></td>
<td>Rates</td>
<td>NA</td>
</tr>
</tbody>
</table>

(C2E-BNP)
NORFOLK SOUTHERN RAILWAY COMPANY
AND CONSOLIDATED SUBSIDIARIES

AMENDED CONTRACT SUMMARY

ISSUED: June 26, 2012
EFFECTIVE: June 26, 2012

ISSUED BY
J. R. EATON
MANAGER PRICING SERVICES
NORFOLK SOUTHERN CORPORATION
9TH FLOOR
110 FRANKLIN ROAD, S.E.
ROANOKE, VIRGINIA 24042-0041
**AMENDMENT NO. 38**  
**AMENDED CONTRACT SUMMARY STB-NS-C-00126**

### RULES AND OTHER GOVERNING PROVISIONS

<table>
<thead>
<tr>
<th>ITEM</th>
<th>SUBJECT</th>
<th>APPLICATION</th>
</tr>
</thead>
</table>
| 10   | Carrier Names | Norfolk Southern Railway Company and Consolidated Subsidiaries  
110 Franklin Road, S.E., Roanoke, VA  24042 |
| 20   | Commodity | Barley; Corn; Rice; Rye; Milo Grain; Sorghum Grain; Wheat; Buckwheat; Millet, Not Seed; Screenings, Grain; Grain, NEC; Flaxseed or Linseed; Soybeans, Dried; Soybeans, Fresh; Soybean Screenings; Soybeans, Organically Grown; Sunflower Seeds; Canola Seeds; Millet Seeds; Seed Grain, NEC; Grain Dust; Barley, Pearl; Groats; Hominy Feed |
| 30   | Shipper | Tate & Lyle Ingredients Americas, Inc. |
| 40   | Contract Duration | (i) Application Date:  
September 1, 2011  
(ii) Termination Date:  
August 31, 2012 (Extension)  
(iii) Optional Extension: NO |
| 50   | Origins, Destinations, Transit Points, and Other Shipper Facilities | (i) Origin(s):  
All NS stations named in OPSL 6000-series publication excluding stations assigned FSAC numbers between 60000 and 69999, with the following exceptions: Gibson City, IL Amboy, IN; Anderson, IN; Kokomo, IN; Lafayette, IN; South Milford, IN  
(ii) Destination(s):  
Decatur; IL; Granite City; IL; Lafayette; IN  
(iii) Ports(s): NA  
(iv) Transit point(s): NA  
(v) Shipper Facility: NA |
| 60   | Rail Car Data | (A) Number of Dedicated Cars  
Available & Owned by Carrier: NA  
Available & Leased by Carrier: NA  
Average Number of Bad Order: NA  
or  
(i)(B) Shipper will furnish the rail cars used for the transportation provided under the Contract, and those rail cars will not be leased from the Carrier. |
| 70   | Rates and Charges | (i) Base Rates and Charges: NSRQ 5420-series Publication  
Escalation: NONE |
| 80   | Volume | (i) Movement Type: Single-car / Unit-train  
(ii) Minimum and Actual Volume: 5,000 carloads annually  
(iii) Volume Breakpoints: NA |
| 90   | Special Features | Change is in Confidential Matter (Rates) |
NORFOLK SOUTHERN RAILWAY COMPANY
AND CONSOLIDATED SUBSIDIARIES

AMENDED CONTRACT SUMMARY

ISSUED: June 26, 2012
EFFECTIVE: June 26, 2012

ISSUED BY
J. R. EATON
MANAGER PRICING SERVICES
NORFOLK SOUTHERN CORPORATION
9TH FLOOR
110 FRANKLIN ROAD, S.E.
ROANOKE, VIRGINIA 24042-0041
**AMENDMENT NO. 1**
**AMENDED CONTRACT SUMMARY STB-NS-C-01490**

## RULES AND OTHER GOVERNING PROVISIONS

<table>
<thead>
<tr>
<th>ITEM</th>
<th>SUBJECT</th>
<th>APPLICATION</th>
</tr>
</thead>
<tbody>
<tr>
<td>10</td>
<td>Carrier Names</td>
<td>Norfolk Southern Railway Company and Consolidated Subsidiaries 110 Franklin Road, S.E., Roanoke, VA 24042</td>
</tr>
<tr>
<td>20</td>
<td>Commodity</td>
<td>Alfalfa Meal</td>
</tr>
<tr>
<td>30</td>
<td>Shipper</td>
<td>ALFAGREEN SUPREME</td>
</tr>
</tbody>
</table>
| 40   | Contract Duration | (i) Application Date: November 1, 2010  
(ii) Termination Date: October 31, 2012 (Extension)  
(iii) Optional Extension: NO |
| 50   | Origins, Destinations, Transit Points and Other Shipper Facilities | (i) Origin(s): Any rail-served location  
(ii) Destination(s): Mt. Holley Springs, PA  
(iii) Ports(s): NA  
(iv) Transit point(s): NA  
(iv) Shipper Facility: NA |
| 60   | Rail Car Data | (A) Number of Dedicated Cars  
(i)(A) Available & Owned by Carrier: NA  
(ii)(A) Available & Leased by Carrier: NA  
Average Number of Bad Order: NA  
or (i)(B) Shipper will furnish the rail cars used for the transportation provided under the Contract, and those rail cars will not be leased from the Carrier.  
or (ii)(B) The Contract is restricted to services that do not entail car supply. |
| 70   | Rates and Charges | (i) Base Rates and Charges: NSRQ 5420-series Publication  
(ii) Escalation: N/A |
| 80   | Volume | (i) Movement Type: Single-car  
(ii) Minimum and Actual Volume: NA  
(iii) Volume Breakpoints: NA |
| 90   | Special Features | Change is in Confidential Matter (Refund) |