

BNSF



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September 19, 2001

Dear Interline Partner:

Effective November 1, 2001, BNSF is implementing a new policy with our customers that will impact your railroad on joint line carload shipments involving BNSF. With rare exceptions, we will no longer allow retroactive pricing to protect shipments where the customer tendered a shipment prior to agreeing on a published private price. Instead, existing public prices will be used to rate the shipments. This will include shipments that originate on your line. If no private price is in place, then we will rate these shipments at existing public prices. If no through, public price is available, we will rate these as rule 11 shipments. All parties should know what the price will be for a shipment when service is performed. This action is necessary due to the enormous cost of manually processing these shipments by BNSF and the inability to issue a timely and accurate freight bill in these situations. We suspect that your organization has the same issues that we do for these shipments.

Please advise your price makers accordingly. Thank you for assistance in this matter.

If you have any questions, please call me.

Sincerely,

Tom Jacobowski