

1/1/2020

EFFECTIVE:

FREIGHT INVOICES:

NOTES:

SUBJECT TO FUTURE INCREASES ADOPTED BY RAILROADS

QUOTE

GDLK-R-10087-G

EXPIRATION:

12/31/2020

| MARKETING MANAGER: | Kirk Small | | Kirk.Small@watcocompanies.com 757- | -632-5787 | | | | |
|---|--|--|---|--------------|--|--|--|--|
| STCC: | Open | COMMODITY: | Open | | | | | |
| RR/PRIV | Between | | Destination ST Route | | | | | |
| RR/PRIV | ELKHART | IN | SEE STATION TAB | | | | | |
| | KALAMAZOO | MI | SEE STATION TAB | | | | | |
| | GRAND RAPIDS | MI | SEE STATION TAB | | | | | |
| NOTE REFERENCE: 1,2,3, | | | IN GRAND ELK RAILROAD WTS 9011-C; WTS 9012; | | | | | |
| SU | | | IN GRAND ELK RAILROAD WTS 9011-C; WTS 9012; SOR PUBLICATIONS. | | | | | |
| SU NOTE REFERENCE: | W | TS 9500 OR SUCCES | SOR PUBLICATIONS. | | | | | |
| SU NOTE REFERENCE: 1. PRICES IN THIS F | W SATE AUTHORITY ARE SUBJECT | TS 9500 OR SUCCES TO WTS 9500 item | SOR PUBLICATIONS. | s authority. | | | | |
| SU NOTE REFERENCE: 1. PRICES IN THIS F 2. GDLK will not ab | W SATE AUTHORITY ARE SUBJECT | TS 9500 OR SUCCES TO WTS 9500 item - Any recripricol swi | SOR PUBLICATIONS. | s authority. | | | | |
| SU NOTE REFERENCE: 1. PRICES IN THIS F 2. GDLK will not ab | W ATE AUTHORITY ARE SUBJECT obsorb any recripricol switching. | TS 9500 OR SUCCES TO WTS 9500 item - Any recripricol swi | SOR PUBLICATIONS. | s authority. | | | | |
| SU NOTE REFERENCE: 1. PRICES IN THIS R 2. GDLK will not at 3. Does not includ | W ATE AUTHORITY ARE SUBJECT obsorb any recripricol switching. | TS 9500 OR SUCCES TO WTS 9500 item - Any recripricol swi | SOR PUBLICATIONS. OO MILEAGE BASE FUEL SURCHARGE ching charges will be in addition to any rates quoted within this | s authority. | | | | |

| Customer | OPEN | | | | | |
|--------------|--------------|--|--|--|--|--|
| Contract | GDLK 10087-G | | | | | |
| Eff Date | 1/1/2020 | | | | | |
| Exp Date | 12/31/2020 | | | | | |
| Commodity | Open * | | | | | |
| STCC | Open * | | | | | |
| Route | | | | | | |
| Unit Size | | | | | | |
| Car Type | | | | | | |
| Car Capacity | | | | | | |

| Station | ELKHART - NS | | | | KALAMAZOO - CN | | | | GRAND RAPIDS - CSX | | | |
|--------------|--------------|---------|---------|---------|----------------|---------|---------|---------|--------------------|---------|---------|---------|
| | PRIVATE | | SYSTEM | | PRIVATE | | SYSTEM | | PRIVATE | | SYSTEM | |
| | NON-HAZ | HAZMAT | NON-HAZ | HAZMAT | NON-HAZ | HAZMAT | NON-HAZ | HAZMAT | NON-HAZ | HAZMAT | NON-HAZ | HAZMAT |
| ELKHART | \$1,211 | \$1,798 | \$1,276 | \$1,864 | \$1,408 | \$1,996 | \$1,475 | \$2,062 | \$1,540 | \$2,128 | \$1,607 | \$2,194 |
| BRISTOL | \$1,211 | \$1,798 | \$1,276 | \$1,864 | \$1,408 | \$1,996 | \$1,475 | \$2,062 | \$1,540 | \$2,128 | \$1,607 | \$2,194 |
| WHITE PIGEON | \$1,211 | \$1,798 | \$1,276 | \$1,864 | \$1,408 | \$1,996 | \$1,475 | \$2,062 | \$1,540 | \$2,128 | \$1,607 | \$2,194 |
| THREE RIVERS | \$1,211 | \$1,798 | \$1,276 | \$1,864 | \$1,408 | \$1,996 | \$1,475 | \$2,062 | \$1,540 | \$2,128 | \$1,607 | \$2,194 |
| CONSTANTINE | \$1,211 | \$1,798 | \$1,276 | \$1,864 | \$1,408 | \$1,996 | \$1,475 | \$2,062 | \$1,540 | \$2,128 | \$1,607 | \$2,194 |
| | | | | | | | | | | | | |
| SCHOOLCRAFT | \$1,408 | \$1,996 | \$1,475 | \$2,062 | \$1,211 | \$1,798 | \$1,276 | \$1,864 | \$1,408 | \$1,996 | \$1,475 | \$2,062 |
| PORTAGE | \$1,408 | \$1,996 | \$1,475 | \$2,062 | \$1,211 | \$1,798 | \$1,276 | \$1,864 | \$1,408 | \$1,996 | \$1,475 | \$2,062 |
| KALAMAZOO | \$1,408 | \$1,996 | \$1,475 | \$2,062 | \$1,211 | \$1,798 | \$1,276 | \$1,864 | \$1,408 | \$1,996 | \$1,475 | \$2,062 |
| INDIANFIELD | \$1,408 | \$1,996 | \$1,475 | \$2,062 | \$1,211 | \$1,798 | \$1,276 | \$1,864 | \$1,408 | \$1,996 | \$1,475 | \$2,062 |
| UPJOHN | \$1,408 | \$1,996 | \$1,475 | \$2,062 | \$1,211 | \$1,798 | \$1,276 | \$1,864 | \$1,408 | \$1,996 | \$1,475 | \$2,062 |
| PLAINWELL | \$1,408 | \$1,996 | \$1,475 | \$2,062 | \$1,211 | \$1,798 | \$1,276 | \$1,864 | \$1,408 | \$1,996 | \$1,475 | \$2,062 |
| OTSEGO | \$1,408 | \$1,996 | \$1,475 | \$2,062 | \$1,211 | \$1,798 | \$1,276 | \$1,864 | \$1,408 | \$1,996 | \$1,475 | \$2,062 |
| MARTIN | \$1,408 | \$1,996 | \$1,475 | \$2,062 | \$1,211 | \$1,798 | \$1,276 | \$1,864 | \$1,408 | \$1,996 | \$1,475 | \$2,062 |
| | | | | | | | | | | | | |
| WAYLAND | \$1,540 | \$2,128 | \$1,607 | \$2,194 | \$1,408 | \$1,996 | \$1,475 | \$2,062 | \$1,211 | \$1,798 | \$1,276 | \$1,864 |
| MOLINE | \$1,540 | \$2,128 | \$1,607 | \$2,194 | \$1,408 | \$1,996 | \$1,475 | \$2,062 | \$1,211 | \$1,798 | \$1,276 | \$1,864 |
| CARLISLE | \$1,540 | \$2,128 | \$1,607 | \$2,194 | \$1,408 | \$1,996 | \$1,475 | \$2,062 | \$1,211 | \$1,798 | \$1,276 | \$1,864 |
| SHELBYVILLE | \$1,540 | \$2,128 | \$1,607 | \$2,194 | \$1,408 | \$1,996 | \$1,475 | \$2,062 | \$1,211 | \$1,798 | \$1,276 | \$1,864 |
| FISHER | \$1,540 | \$2,128 | \$1,607 | \$2,194 | \$1,408 | \$1,996 | \$1,475 | \$2,062 | \$1,211 | \$1,798 | \$1,276 | \$1,864 |
| GRAND RAPIDS | \$1,540 | \$2,128 | \$1,607 | \$2,194 | \$1,408 | \$1,996 | \$1,475 | \$2,062 | \$1,211 | \$1,798 | \$1,276 | \$1,864 |
| WYOMING | \$1,540 | \$2,128 | \$1,607 | \$2,194 | \$1,408 | \$1,996 | \$1,475 | \$2,062 | \$1,211 | \$1,798 | \$1,276 | \$1,864 |
| HUGHART | \$1,540 | \$2,128 | \$1,607 | \$2,194 | \$1,408 | \$1,996 | \$1,475 | \$2,062 | \$1,211 | \$1,798 | \$1,276 | \$1,864 |
| | | | | | | | | | | | | |
| | | | | | | | | | | | | |