



211868

April 2, 2003

Mr. Allen Disher
Canadian National Railway
P.O. Box 350
Fond du Lac, WI 54935

Dear Mr. Disher:

The purpose of this letter is to petition the Canadian National Railway to provide enhanced rail service to the Glacier Transit and Storage (GTS) facility in Waldo, WI. But first some background information regarding Sargento Foods and our business relationship with GTS.

As you may already know, Sargento Foods is a family owned business headquartered in Plymouth, WI, with manufacturing facilities located in Plymouth, Kiel, and Hilbert. Our principle product is packaged cheese that is sold thru various distribution channels serving the food industry. In total, our organization consists of approximately 1,200 employees within plant operations and the office.

As we do not manufacture cheese, bulk cheese is procured from numerous suppliers both within and outside Wisconsin for conversion in one of our plants. While each plant includes warehousing support, we rely extensively on GTS for the storage of bulk cheese. A major reason for this arrangement is the close proximity of GTS to our manufacturing facilities in Plymouth and Kiel.

In recent years, the competitive nature of the food industry has significantly increased the volume of bulk cheese we purchase from suppliers on the West Coast. More recently, our preferred mode of transportation inbound from the West Coast has shifted from tractor-trailer service to that of rail. From an economic perspective, our direction is to utilize 50-ft. rail car service. At the present time, we are projecting tonnage averaging approximately 800,000 pounds per week from two major suppliers on the West Coast.

While GTS has continued to make the necessary investments to keep pace with Sargento requirements, it's our understanding the rail line serving the Waldo facility is inadequate to accommodate 50-ft. rail cars. While we continue to explore other options, our first preference is to utilize the Waldo facility for the reasons identified above. Given the importance of the Waldo facility in our overall business plan, we ask that you make the necessary upgrades to the rail line in order to meet Sargento requirements.

Sargento Foods Inc. One Persnickety Place Plymouth, Wisconsin 53073-3547
920-893-8484 1-800-558-5802 FAX 920-893-8399

Thank you for considering this request. Should you have additional questions, or wish to discuss our requirements in greater detail, please feel free to give me a call.

Sincerely,

A handwritten signature in black ink, appearing to read "Dennis Roehrborn". The signature is fluid and cursive, with a long horizontal stroke at the end.

Dennis Roehrborn
V.P. - Logistics

cc: Mr. Jeff Goelzer



August 10, 2004

Mr. Jeff Goelzer
Glacier Transit & Storage
404 Schwartz St.
Plymouth, WI 53073

Dear Jeff:

The purpose of this letter is to confirm our continued interest in using one of your facilities for purpose of receiving cheese inbound from the West Coast on behalf of Sargento Foods. As evidenced from my letter dated April 2, 2003, (see attached copy) we envision continued rail service, and upgrading of the line, as key to maintaining our competitive position as a Wisconsin based manufacturer within the food industry.

In reviewing files, I recall receiving a phone call from Mr. Disher of the CNR following his receipt of my April 2nd letter. During our conversation, I challenged the degree of marketing effort expended by the CNR to build volume on the line in question. I also recall Mr. Disher commenting he would review our request with his management team, and arrange for a face-to-face meeting in Plymouth. To the best of my recall, such meeting never took place.

Should you have additional questions regarding Sargento's position on this opportunity, please feel free to give me a call.

Sincerely,

A handwritten signature in black ink, appearing to read "Dennis Roehrborn". The signature is fluid and cursive, with a long, sweeping underline.

Dennis Roehrborn
V.P. - Logistics