



April 29, 2010

Rail Freight Service Review Secretariat
Suite 808 - 180 Elgin Street
Ottawa, Ontario
K1A 0N5

To Whom it May Concern:

PCS Sales (Canada) Inc. is a subsidiary of Potash Corporation of Saskatchewan Inc., the world's largest fertilizer enterprise by capacity producing the three primary plant nutrients and a leading supplier to three distinct market categories: agriculture, with the largest capacity in the world in potash and third largest in phosphate and nitrogen; animal nutrition, with the world's largest capacity in phosphate feed ingredients; and industrial chemicals, as the largest global producer of industrial nitrogen products and the world's largest capacity for production of purified industrial phosphoric acid.

For over 20 years, CN has been our primary rail carrier for shipments of potash from our mines in Saskatchewan and New Brunswick to destinations in Canada and the United States. We rely on CN to ship approximately 3 million metric tonnes of potash annually into the North American market. Over the past several years, CN has been able to get our product to market but there have been significant service issues, including:

- Inconsistent and unreliable service at our mines
- Slow cycle times due to delays on CN lines
- Poor quality and lack of rail car equipment
- Poor customer service

In January 2010, CN implemented a new operating plan to move our potash. Over the past four months, CN has shown significant improvement in service and has demonstrated they can perform at the level required by PCS. Since January 2010, service improvements by CN include:

- Consistent and reliable service at our mines based on a disciplined schedule with sufficient crews and power to move the traffic
- Cycle time reduction of 30%
- Sufficient number of rail cars to load and a strategy to remove the poor quality cars from the potash fleet
- Improved customer service by having the right resources available to plan and monitor our shipments

We are confident that the new service plan CN has implemented to move our potash, combined with changes in their management philosophy to be more customer focused, will serve us well going forward. CN has expressed an interest to improve and has demonstrated it is capable of providing the level of service we expect and deserve. Our hope is that the Rail Service Review process allows CN to build on its recent success and ensures they have a sustainable model going forward.

Sincerely,

A handwritten signature in blue ink that reads 'David Ostertag'.

David Ostertag
Sr. Director, Transportation and Distribution

PCS SALES (CANADA), INC.

SUITE 500, 122 - 1ST AVENUE SOUTH, SASKATOON, SK CANADA S7K 7G3 • PHONE: (306) 933-8500 FAX: (306) 652-2699