



Norfolk Southern Corporation
Three Commercial Place
Norfolk, Virginia 23510-9251

David T. Lawson
Vice President Coal

September 13, 2019

Dear Norfolk Southern Customer:

In a separate notification to be issued later today, you will receive the details regarding various modifications that NS is making to our NS coal tariffs including NS Conditions of Carriage #2-P, NS 9037-I (Publishing Rules and Charges for Diversions and Reconsignment of Coal, Coke, and Iron Ore), NS 9219-B (Covering Charges, Rules, and Regulations on Coal and Coke), and NS 4007-G (Tidewater Coal Tariff). We have chosen to consolidate these tariffs into one master tariff, NS Coal Tariff (NS #1000), which will offer a centralized location for all coal-related assessorial charges. These changes will be made effective November 15, 2019.

Norfolk Southern constantly monitors business conditions and trends across our markets and across our network. These changes are intended to accelerate efforts to reduce dwell time for equipment on our tracks, improve network fleet utilization for both private and railroad-owned car fleets, and reflect the importance of enhanced network fluidity for our customers and stakeholders.

I encourage you to take the time to review these changes in detail and share within your organization. We are committed to improving the service product that we provide to our customers. We have given these changes careful consideration, and we believe that these changes will positively impact that goal.

Please contact your Norfolk Southern representative with questions. We thank you for your business and welcome your feedback regarding changes, along with your ideas on how we can positively affect service.

Sincerely,

A handwritten signature in black ink that reads "David T. Lawson". The signature is written in a cursive, flowing style.

David Lawson
Vice President Coal
Norfolk Southern Corporation