



Norfolk Southern Corporation
Forest & Consumer Products Marketing
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Dear Valued Customer:

In the fast-paced worlds of Paper, Pulp, and Pulpboard, Norfolk Southern strives for competitiveness and full coverage in our real-time rating. Effective May 1, 2019, we take another step toward our goals with the cancellation of publications NSQ 26000 and NSQ 26100 and replace with updated rates in:

Pulpboard: NSQ 27000
Paper: NSQ 27001
Pulp: NSQ 27002

The commodities covered by these rate authorities include:

- Pulpboard (STCC 263-XXXX)
- Paper: (STCC 262-XXXX)
- Pulp: (STCC 261-XXXX)

Please see the tariff for a full listing of the STCCs covered.

Other important items of note:

- These rates are public and will be subject to NS Mileage based fuel surcharge.
- As with all Norfolk Southern rate publications, the applicable terms and conditions are listed in the notes section of each authority.

The updated NSQ 27000, NSQ 27001, and NSQ 27002 are available in AccessNS. We encourage you to register for AccessNS at <https://accessns.nscorp.com/accessNS/#register>, using your sales person or one of us as a sponsor, and subscribe to this authority to receive up-to-date changes as they are available.

If you have questions or concerns, please do not hesitate to contact the paper products marketing team or your sales person. We at Norfolk Southern appreciate your business and look forward to continuing to serve your transportation needs.

Sincerely,

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