



Norfolk Southern Corporation
Metals & Construction Marketing
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Director of Marketing
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Dear Valued Customer:

Norfolk Southern implemented a new Iron & Steel Tariff in 2009 in response to the growing need for timely, consistent and competitive rates. At this time, we have reviewed the below tariff(s) wherein we have modified existing rates and expanded coverage. As such:

- **Effective November 1, 2014**, the following updated public tariffs will be available to our customers:

NSQ 83216

- These rates are currently available for viewing via [accessNS](#).
 - Current Users – [Log in](#)
 - New Users - [Registration](#)**Please reference any member of the Iron & Steel Team as a sponsor. Registration may take up to 24 hours.*

If you have any questions or concerns, please do not hesitate to contact us.

Again, we thank you for your understanding and business.

Sincerely,

Greg Harkey – NS, Director of Marketing (Greg.Harkey@nscorp.com)
Brook Emery – NS, Senior Market Manager (Brook.Emery@nscorp.com)
Amy Sheetz – NS, Market Manager (Amy.Sheetz@nscorp.com)