



Norfolk Southern Corporation
Metals and Construction Marketing
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Dear Valued Customer:

We at Norfolk Southern have a public tariff in place which encompasses iron & steel commodities (less pipe), and have found it to be beneficial in today's market. At this time, we have reviewed the market and this tariff wherein we have modified rates and expanded its coverage. As such:

- Effective February 1, 2015, the updated public tariff, NSUP-33121, will be available to our customers.
- These rates are currently available for viewing via [accessNS](#). When in rate inquiry, change the price status to "Future" and enter a date of 2015-02-01.
 - Current Users - [Log in](#)
 - New Users - [Registration](#)*

**Please reference Aaron Yost of the Iron & Steel Team as a sponsor. Registration may take up to 24 hours.*

If you have any questions or concerns, please don't hesitate to contact us.

Again, we thank you for your business.

Sincerely,

Greg Harkey

Cc: Greg Harkey – Marketing Director, Metals & Construction
Brook Emery – Senior Market Manager, Iron & Steel
Aaron Yost – Market Manager, Iron & Steel