



Norfolk Southern Corporation
Metals & Construction Marketing
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Norfolk, VA 23510

James L. Wilson
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Dear Valued Customer:

Norfolk Southern is in the process of updating its Sand Tariff NSRQ 14413 in February 2017. At this time, we have reviewed the tariff, increasing rates by 3.5%. As such:

- Effective, February 1, 2017, the updated NSRQ 14413 will be in effect.
- These rates will be available for viewing via [accessNS](#) by January 15, 2017.
 - Current Users – Log in – *use future rates (do not change the date) to find the modified rate structure.*
 - New Users – Registration – *Please reference any member of the Miscellaneous Construction Team as a sponsor.*

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

We thank you for your business.

Sincerely,

James L. Wilson – NS, Director of Marketing
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