



Norfolk Southern Corporation  
Metals & Construction Marketing  
3 Commerical Place  
Norfolk, VA 23510

**James L. Wilson**  
Marketing Director - Metals  
(757) 668-1584 (Telephone)  
(540) 735-5086 (Mobile)  
[james.wilson@nscorp.com](mailto:james.wilson@nscorp.com)

February 14, 2019

Dear Valued Customer,

Coil Sheet commodities are covered in Public Tariff NSQ 81263 & NSQ 81296. These publications will be combined into one (NSQ-81263) and will take a market based rate increase effective March 15, 2019. As such:

- Effective, March 15, 2019 the updates will be in effect.
- These rates will be available for viewing via [AccessNS](#) by February 15, 2019.
  - Current Users – Log in – *use future rates (do not change the date) to find 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,

*Jim Wilson*

Jim Wilson