



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

February 28, 2019

Dear Valued Customer,

Coil Sheet commodities are covered in Public Tariff NSQ-83043, NSQ-82924, & NSQ-82809. These publications will be combined into one (NSQ-82809) and will take a market based rate increase as well as a mileage-based fuel surcharge applied effective April 1, 2019. The mileage-based fuel surcharge will be based on the average monthly price of US on-highway diesel with a strike price of \$2.50.

Details of the mileage-based fuel surcharge can be found at the following link:

<http://www.nscorp.com/content/nscorp/en/transportation-terms/other-requirements/fuel-surcharge/industrial-products--2-50-mileage-based-program-terms.html>

As such:

- Effective, April 1, 2019 the updates will be in effect.
- These rates will be available for viewing via [AccessNS](#) by March 1, 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