



Norfolk Southern Corporation  
Metals & Construction Marketing  
Three Commercial Place  
Norfolk, VA 23510

Cliff Garner  
Director of Marketing  
(757) 668-1541  
[Cliff.Garner@nscorp.com](mailto:Cliff.Garner@nscorp.com)

October 26, 2020

Dear Valued Customer:

Scrap Metal commodities are covered in Public Tariff NSQ 72824. The publication will take a specific market-based rate increases effective December 1, 2020. As such:

- Effective, December 1, 2020, the updated NSQ 72824 and will be in effect.
- These rates will be available for viewing via [accessNS](#) by November 1, 2020.
  - 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 Scrap Metal 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,

Cliff Garner - Director Marketing  
[Cliff.Garner@nscorp.com](mailto:Cliff.Garner@nscorp.com)

Marcus Yancey - Group Manager  
[Marcus.Yancey@nscorp.com](mailto:Marcus.Yancey@nscorp.com)

Ashley Hannay – Market  
Manager  
[Ashley.hannay@nscorp.com](mailto:Ashley.hannay@nscorp.com)

Michael Petersen - Asst. Market Manager  
[Michael.Petersen@nscorp.com](mailto:Michael.Petersen@nscorp.com)