

Dear Valued Customer:

In the fast-paced world of lumber, Norfolk Southern strives for competitiveness and full coverage in our real-time rating. Effective December 15th 2019, we take another step toward our goals with changes to NSQ 43040 which includes rates for originated forest products. Contact Daniel Juhasz at Daniel.Juhasz@nscorp.com for details on the adjustments. Spreadsheets will be available Thursday November 21st.

The commodities covered by these authorities include lumber (STCC 24-2XX-XX), plywood (STCC 24-321-XX), particleboard and OSB (STCCs 24-996-1X and 24-991-1X), crane mats (STCC 24-992-38), and plastic lumber (STCC 30-719-06).

Please see the specific rate authorities for a full listing of the STCCs included.

Other important items of note:

- As with all Norfolk Southern rate publications, the applicable terms and conditions are listed in the notes section of each authority

We encourage you to register for AccessNS at <https://accessns.nscorp.com/accessNS/legacy/?nextGen#register>, and subscribe to these authorities so you can receive up-to-date changes as they are available. You can also look up rates using the Rate Inquiry application, which will include the fuel surcharge miles (under NS Actual Miles) if you include that column. Also you can look up fuel surcharge miles using the Mileage Inquiry application.

If you have questions or concerns, please do not hesitate to contact the forest products marketing team. We at Norfolk Southern appreciate your business and look forward to continuing to serve your transportation needs.

Sincerely,

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