



Norfolk Southern Corporation  
Metals & Construction Marketing  
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**April 27, 2011**

Dear Valued Customer:

Norfolk Southern implemented a new aluminum, non-ferrous and aluminum ore tariff in 2010 in response to the growing need for timely, consistent, and competitive rates. At this time, we have reviewed the below tariff wherein we have modified rates and expanded coverage.

As such:

- Effective June 01, 2011, the following updated public tariffs will be available to our customers:
  - NSRQ 70220 (local/Rule 11 rates)
- These rates are currently available for viewing via [accessNS](#).
  - Current Users - [Log in](#)
  - New Users - [Registration](#)\*

*\*Please reference **Jaquetta Turner** as a sponsor.*

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

Thank you for your business.

Sincerely,

Greg A. Harkey – NS, Director of Marketing / Phone: (540) 985-6732  
Jaquetta Turner – NS, Metals Marketing / Phone: (540) 985-6017