



Norfolk Southern Corporation
Metals and Construction Marketing
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Dear Valued Customer:

We at Norfolk Southern have four public machinery tariffs in place and have found them to be beneficial in today's machinery markets. At this time, we have reviewed our machinery tariffs wherein we have modified rates and expanded its coverage. As such:

- Effective September 15, 2011, the updated public tariffs (NSQ 71118, NSQ 82211, NSQ 58346 & NSQ 68583) will be available to our customers
- These rates are currently available for viewing via [AccessNS](#).
 - Current Users - [Log in](#)
 - New Users - [Registration](#)*

**Please reference Kristie Dibeau of the Machinery Team as a sponsor. Registration may take up to 24 hours.*

If you have any questions or concerns, please don't hesitate to contact either Kristie Dibeau; kristie.dibeau@nscorp.com; 540.524.6108, or myself.

Again, we thank you for your business.

Sincerely,

Greg Harkey

Cc: James Schaaf – Group Vice President, Metals & Construction
Greg Harkey – Marketing Director, Metals & Construction
Kristie Dibeau – Product Manager