



Norfolk Southern Corporation
Metals and Construction Marketing
110 Franklin Rd. SE
Roanoke, VA 24042

James L. Wilson
Director of Marketing
(540) 985-6063 (Telephone)
(540) 981-5859 (Fax)
james.wilson@nscorp.com

February 9, 2011

Dear Valued Customer:

We at Norfolk Southern implemented our new public construction tariff in January of 2010 and since then have found it to be beneficial in today's construction markets. The document was created in response to the growing need for timely, consistent, and competitive rates in the market. At this time, we have reviewed our construction tariff wherein we have modified rates and expanded its coverage. As such:

- Effective March 1, 2011, the updated public tariff (NSRQ 70022) will be available to our customers
- These rates are currently available for viewing via [accessNS](#).
 - Current Users - [Log in](#)
 - New Users - [Registration](#)*

**Please reference any member of the Construction Team as a sponsor. Registration may take up to 24 hours.*

If you have any questions or concerns, please don't hesitate to contact us.

Again, we thank you for your understanding and business.

Sincerely,

Jim Wilson

Cc: James Schaaf – Group Vice President, Metals & Construction
Jim Wilson – Marketing Director, Metals & Construction
Mike Corso – Product Manager
Tom Sellinger – Product Manager