



Norfolk Southern Corporation
Metals & Construction Marketing
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Dear Valued Customer:

Norfolk Southern implemented a new Iron & Steel Tariff in January 2010 in response to the growing need for timely, consistent and competitive rates. At this time, we have reviewed the below Iron and Steel tariffs wherein we have modified existing rates and expanded coverage. As such:

- Effective, August 1, 2011, the following updated public tariffs will be available to our customers:

NSQ 83216

- These rates are currently available for viewing via [accessNS](#).
 - Current Users – [Log in](#)
 - New Users - [Registration](#)**Please reference any member of the Iron & Steel Team as a sponsor.*

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

Again, we thank you for your understanding and business.

Sincerely,

Greg A. Harkey – NS, Director of Marketing
Pam Lemon – NS, Senior Product Manager
Megan DuPerow – NS, Assistant Product Manager