



Norfolk Southern Corporation
Metals & Construction Marketing
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Dear Valued Customer:

Norfolk Southern implemented a new coil tariff in February 2010 in response to the growing need for timely, consistent, and competitive rates. At this time, we have reviewed the below coil tariffs wherein we have modified rates and expanded coverage. As such:

- Effective April 15, 2011, the following updated public tariffs will be available to our customers:
NSQ 83305 (local/Rule 11 rates)
NSUP 33123 (NS-UP and NS-UP-FXE joint-line rates)
- These rates are currently available for viewing via [accessNS](#).
 - o Current Users - [Log in](#)
 - o New Users - [Registration](#)*

**Please reference any member of the Coil 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
Brad Yeatts – NS, Senior Product Manager
Pam Lemon – NS, Product Manager