



Norfolk Southern Corporation
Metals and Construction Marketing
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February 9, 2011

Dear Valued Customer:

We at Norfolk Southern implemented our new public scrap quote in June of 2009 and since then we have found it to be beneficial in today's scrap metal market. This 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 public scrap quote wherein we have modified rates and expanded its coverage. As such:

- Effective March 1, 2011, the updated public tariff (NSQ 72823) 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
Eric Garrison – Marketing Director, Metals & Construction
Jonas Baranauskas – Product Manager
Katie Maag – Assistant Product Manager