

CHECK SHEET - NS 8002-A TARIFF

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- Changed

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▲ - Change in wording which results in neither increase nor reduction in charges.

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% - Addition

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SECTION 6
RULES AND CHARGES FOR MISCELLANEOUS SERVICES

ITEM 6070

INTERCHANGE ERROR MOVEMENTS

- Cars received by NS, in error or without necessary forwarding directions, will be handled in accordance with AAR Car Service Rule 7.
- If cars are returned to the delivering carrier, forwarded to the proper carrier, or require holding, NS will assess the delivering carrier a charge of:

AA	\$100.00 per car.
ACJR	\$100.00 per car.
ACWR	\$250.00 per car.
AGR	\$390.00 per car.
ALS	\$108.00 per car.
ARC	\$400.00 per car.
ATN	\$250.00 per car.
AVR	\$500.00 per car.
BAYL	\$452.00 per car.
BH	\$350.00 per car.
BOCT	\$250.00 per car.
BLE	\$325.00 per car.
BPRR	\$450.00 per car.
BRC	\$112.00 per car.
BSOR	\$250.00 per car.
BVRY	\$199.00 per car.
CCRA	\$500.00 per car.
CGRA	\$390.00 per car.
CFE	\$390.00 per car.
CHAT	\$500.00 per car.
CIND	\$390.00 per car.
CIRR	\$500.00 per car.
CLNA	\$117.00 per car.
CMR	\$300.00 per car.
CN	\$435.00 per car.
CPRS	\$435.00 per car.
CRL	\$175.00 per car.
CSS	\$200.00 per car.
CTN	\$250.00 per car.
CUOH	\$500.00 per car.
CWRO	\$150.00 per car.
EJE	\$450.00 per car.
ESPN	\$285.00 per car.
ETL	\$222.56 per car.
EV	\$250.00 per car.
EWR	\$350.00 per car.
FEC	\$200.00 per car.

FGLK	\$250.00 per car.
FIR	\$300.00 per car.
GC	\$500.00 per car.
GFRR	\$250.00 per car.
GMR	\$275.00 per car.
GRWR	\$180.00 per car.
GWWR	\$250.00 per car.
HRS	\$250.00 per car.
IAIS	\$350.00 per car.
ICE	\$400.00 per car.
IHB	\$150.00 per car.
IMRR	\$275.00 per car.
INRD	\$300.00 per car.
IORY	\$200.00 per car.
IR	\$400.00 per car.
ISRR	\$390.00 per car.
ISW	\$75.00 per car.
JVRR	\$150.00 per car.
KCS	\$241.00 per car.
KCTL	\$200.00 per car.
KXHR	\$175.00 per car.
LA	\$230.00 per car.
LIRC	\$250.00 per car.
LMIC	\$205.00 per car.
LNVT	\$380.00 per car.
LT	\$316.00 per car.
LVRR	\$400.00 per car.
MAW	\$400.00 per car.
MNBR	\$500.00 per car.
MNJ	\$250.00 per car.
MPA	\$150.00 per car.
MRS	\$83.00 per car.
MSCI	\$350.00 per car.
MSO	\$350.00 per car.
NBER	\$150.00 per car.
NOW	\$250.00 per car.
NSHR	\$150.00 per car.

NTRY	\$150.00 per car.
NYCH	\$500.00 per car.
NYGL	\$450.00 per car.
NYSE	\$350.00 per car.
OCHR	\$400.00 per car.
PAL	\$200.00 per car.
PBNE	\$168.00 per car.
PBR	\$208.00 per car.
PRL	\$350.00 per car.
PUC	\$93.00 per car.
RBMN	\$291.00 per car.
RJCC	\$275.00 per car.
RJCL	\$275.00 per car.
RJCN	\$275.00 per car.
RJCP	\$275.00 per car.
RJCW	\$275.00 per car.
RSR	\$450.00 per car.
SAPT	\$200.00 per car.
SB	\$250.00 per car.
SH	\$320.00 per car.
SWP	\$500.00 per car.
TTR	\$130.00 per car.
TZPR	\$230.00 per car.
UMP	\$213.00 per car.
UCIR	\$150.00 per car.
URR	\$405.33 per car.
VR	\$500.00 per car.
WBCR	\$75.00 per car.
WC	\$400.00 per car.
WCOR	\$175.00 per car.
WE	\$165.00 per car.
WNYP	\$350.00 per car.
WSOR	\$525.00 per car.
WW	\$300.00 per car.
YARR	\$500.00 per car.
YB	\$400.00 per car.
YRC	\$500.00 per car.

- Cars held, awaiting disposition or for necessary data for forwarding, will be subject to an additional charge (assessed against the delivering carrier), following the first 12:01 AM after which written notice is given the delivering carrier:

All Carriers shown in paragraph 2...\$ 19.00 per car per day or fraction thereof

%- Addition

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SECTION 6
RULES AND CHARGES FOR MISCELLANEOUS SERVICES

ITEM 6150

PARTIAL PREPAYMENT OF FREIGHT CHARGES

Freight charges on consignments intended for flag stations (stations at which there are no freight agents) must invariably be prepaid to destination.

Shipments will not be accepted from connecting lines partially prepaid, except under the following conditions:

- (A) When a carrier tendering a shipment at a junction point where additional prepayment of freight is necessary, shall authorize its junction agent to guarantee to its connection sufficient amount to carry the shipment to destination. The agent's claim for relief, if unable to collect from consignees, shall be adjusted on its merits, the voucher minimum rule not to apply in such cases.
- (B) When shipper delivers to an agent a shipment destined to a point not located on any line or railroad and to which the through rate cannot be ascertained, agents are authorized to accept same if an amount is paid sufficient to cover freight charges to nearest point of final delivery to which rate is known.
- (C) In all cases the reason for putting the extra amount of prepaid waybills should be carefully explained on the waybills.

▲ ITEM 6160

SECURITY DEPOSITS FOR PAYMENT OF DEMURRAGE STORAGE AND OTHER ACCESSORIAL CHARGES

- (A) A security deposit may be required to ensure payment of any demurrage, storage, and other accessorial charges that a customer (as defined below) may accrue, after specific written demand referring to this tariff provision, from any customer or intermediary (collectively referred to as "customer" for purposes of this Item) who:
 - 1. Is not on the NS's credit list or has filed for bankruptcy; or
 - 2. Fails to pay demurrage, storage, and other accessorial charges that were billed to the customer and fails promptly to communicate to NS a bona fide dispute concerning the validity of any unpaid charges or the customer's responsibility to pay such unpaid charges.
- (B) The deposit must be paid by certified check, cashier's check, or electronic wire transfer before any freight car is delivered to such customer for loading or unloading.
- (C) The total amount required to be deposited by a customer receiving a car for loading or unloading shall not exceed the higher of the following:
 - 1. A flat deposit amount based upon the customer's average demurrage accrued for all cars per month over its most recent twelve (12) months of activity; or
 - 2. A per car rate to be determined by the maximum amount of demurrage, storage and other accessorial charges that accrued on any one car during the preceding 12 months; not to exceed \$2,400 per car.

▲ - Change in wording which results in neither increase nor reduction in charges

Continued

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SECTION 6
RULES AND CHARGES FOR MISCELLANEOUS SERVICES

▲ ITEM 6160 Concluded

- (D) The deposit amount will be reviewed periodically, and NS may require customer to either increase the amount of its demurrage deposit or may refund part of the demurrage deposit based on the criteria described in Part C immediately above.
- (E) Deposits will no longer be required after the customer either:
1. Is placed on NS's credit list or agrees to ACH draft for payment of demurrage, storage, and other accessorial charges; or
 2. Establishes to NS' satisfaction that the customer has no responsibility for any demurrage, storage, or other accessorial charges, or notifies NS of the customer's bona fide dispute regarding its lack of responsibility to pay any such charges, both under the then-existing law in that jurisdiction.
- (F) Because deposits are established due to delinquencies or non-payment of demurrage charges, no interest will be paid by NS on any security deposited with it. It is within the discretion of NS to determine when issues of delinquency have been resolved and when the customer is no longer required to maintain a security deposit. Should rail service to the customer no longer be required, the security deposit will be released and returned, upon satisfaction of all outstanding bills for demurrage, storage, and other accessorial charges.
- (G) If a customer that receives railcars ("receiver" for purposes of this paragraph) avoids paying a deposit hereunder based on its bona fide dispute regarding that customer's lack of any obligation to pay demurrage, storage, or accessorial charges under the then-existing law in that jurisdiction, NS may require the customer that directed railcars to the receiver (the "shipper" for purposes of this paragraph) to pay a deposit in an amount, and under the same circumstances, as a deposit would be required by the receiver were there no bona fide dispute regarding that receiver's lack of responsibility. If such a deposit is required of the shipper, NS will not accept cars for shipment to the receiver until the deposit is received, or the shipper has made a commitment, acceptable to NS, to pay any demurrage, storage or accessorial charges incurred in connection with shipments to the receiver. A receiver paying a demurrage deposit acknowledges that it is responsible for demurrage for all cars it receives.

ITEM 6170**IMPACT TESTING**

1. NS will, when suitable arrangements can be made, furnish a locomotive, crew and sufficient empty cars on not less than five days notice for the purpose of impact testing, load and tie down configurations to determine suitability for regular usage.
2. A charge of \$1260.00 per car will be made for the motive power and crew necessary to run the test for not more than eight hours. For each hour in excess of eight hours, not to exceed four additional hours, a charge of \$210.00 per car per hour will be made. After a total of twelve hours have elapsed, a new crew will be assigned and the charges start as a new test.
3. For each car furnished by the carrier, whether for load bearing or as impact cars, a charge of \$289.00 per car per hour will be made. Such charge includes moving the cars to and from the test location and all switching necessary to conduct the test. Demurrage will not apply when cars are held for such tests.
4. All charges accrue whether or not the test is successful. Not less than five days written application to the carrier is required and service will be provided, subject to availability of equipment and crew.

▲ - Change in wording which results in neither increase nor reduction in charge

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**SECTION 6
RULES AND CHARGES FOR MISCELLANEOUS SERVICES**

▲ ITEM 6180 (only change made is moving from page 56)

EXERCISING CARS

1. When the NS is requested to exercise (See Note 1) freight cars, such service will be performed and the charges published in the applicable switching tariff for intra-plant (See Note 2), intra-terminal or inter-terminal switching, as the case may be, will be assessed when such tariffs do not provide a specific charge expressly for exercising.

NOTE 1: Exercising is defined as the movement of a loaded or empty car for the purpose of preventive maintenance or preventing damage to equipment.

NOTE 2: When cars are moved over tracks leased by shippers, the intra-plant switching charge will be assessed, provided there is no movement over railroad owned tracks.

ITEM 6190

**LOADING OR UNLOADING FREIGHT BY CRANES OR DERRICKS (EXCEPTIONS TO RULE 27, TARIFF UFC
6000-SERIES)**

Where cranes or derricks (except wrecking cranes or derricks) operated by power (electric, steam or other power, except hand) are maintained or furnished and are used for the loading into or on cars or unloading from cars, a charge of \$15.00 per ton of 2,000 pounds for the actual weight of the freight so handled, subject to a minimum charge of \$41.00 per shipment will be assessed.

This charge will include the furnishing of power and man or men necessary to operate the crane or derrick but shipper or consignee will be required to furnish labor necessary to attach the tackle to and/or to detach tackle from the freight (See Note1).

EXPLANATION OF NOTE

NOTE 1 – Hand operated cranes or derricks are not available on Saturdays, Sundays or Holidays

ITEM 6200

**LOADING OR UNLOADING FREIGHT BY HAND CRANES (EXCEPTION OF RULES 27, TARIFF UFC
6000-SERIES)**

Where hand operated cranes are maintained and are used by shipper or consignee without the assistance of NS labor to load or unload no charge will be made for the use of such crane, but if NS labor is used, a charge of \$15.00 per ton of 2,000 pounds for the actual weight of the freight so handled, subject to a minimum charge of \$41.00 per shipment will be assessed.

This charge will include furnishing of man or men necessary to operate the crane but the shipper or consignee will be required to furnish labor necessary to attach the tackle to and/or detach tackle from the freight (See Note 1).

EXPLANATION OF NOTES

NOTE 1 – Hand operated cranes or derricks are not available on Saturdays, Sundays or Holidays

▲ - Change in wording which results in neither increase nor reduction in charge

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**SECTION 6
RULES AND CHARGES FOR MISCELLANEOUS SERVICES**

ITEM 6530

NS EQUIPMENT ORDERED

When NS furnishes a car requested by shipper, Norfolk Southern will assess and shipper will pay a \$1,500 per car charge when shipper routes NS owned, leased or controlled equipment via routes that exclude NS from participating in the route and/or line haul revenue. This charge is in addition to any other charges which may be due.

Exception 1: With written or electronic approval from NS's Car Management Department, a shipper may utilize such equipment, without incurring this charge, for outbound shipments via a carrier other than NS.

Exception 2: This charge will not apply to facilities that are jointly served by NS and another railroad, when NS agrees to supply all cars.

ITEM 6540

RELEASE OF CARRIER-SUPPLIED EQUIPMENT AT ORIGIN OR DESTINATION

Upon arrival and placement of carrier supplied equipment for loading at origin or unloading at destination, the shipper (loader) or consignee (unloader) will be responsible for loading or unloading the equipment in a manner which does not damage the equipment, closing doors if so equipped, and for releasing the equipment in a mechanical condition suitable for reloading a similar commodity by another shipper.

If loader or unloader damages the car while it is in their possession, including during the loading or unloading process, such that the car is no longer suitable for loading, and Norfolk Southern discovers such damage, Norfolk Southern will bill the loader or unloader a charge of \$1,000.00 per car. In addition, NS reserves the right to assess additional charges associated with the cost of repairing the car.

◆%ITEM 6545

NOTIFICATION OF ORDER/RELEASE INSTRUCTIONS

Customers tendering instructions to NS for the ordering and releasing of railcars may do so by utilizing one of several avenues:

Web Based Transmissions

Notification via Thoroughbred Pacesetter within accessNS

Notification via Commodity Transportation Management System (CTMS) within accessNS

Non Web Based Transmissions (See Note 1)

Electronic mail notification to Operations and Service Support

Facsimile notification to Operations and Service Support

Telephone notification to Operations and Service Support

EXPLANATION OF NOTES

Note 1: Parties that use Non Web Based Transmissions to tender instructions will be assessed a charge of \$10.00 per railcar per request; provided however that there will be no charge assessed for Non Web Based Transmissions sent during periods when NS has caused the applicable Web Based Transmission to be unavailable. All charges will be assessed to the customer and are payable in U. S. funds.

◆ - Increase % - Addition

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SECTION 6
RULES AND CHARGES FOR MISCELLANEOUS SERVICES

ITEM 6550

CHARGES ON EMPTY CARS ORDERED AND NOT USED

If the service of switching and placing an empty ordered car has been performed, and the car is subsequently released back to the carrier empty, the party ordering, but not using the equipment will be assessed \$450.00 per car, in addition to applicable demurrage and detention charges. See Exceptions.

DELINQUENT PAYMENT

1. Whenever NS issues a bill or bills for cars ordered not used that remains unpaid after a period of 90 days or more from the date of the bill, NS may, on not less than 30 days notice, require the customer to provide NS with an irrevocable letter of credit or enter into another payment security program.
2. Under this program, customer must make available to NS a sum of money or security sufficient to cover charges for cars ordered but not used that may reasonably be expected to be levied against each car destined for delivery to customer prior to delivery of that car based on customer's traffic volume and level of delinquency for the previous year. The amount to be required will be determined by a review of previous levels of cars ordered not used charges billed by NS against customer's accounts.

EXCEPTIONS

Exception 1: The charge will not apply if release of the empty car results from carrier's failure or inability to place or constructively place the car ordered on the day for which it was requested. Carrier will have fulfilled its obligation of furnishing the car on the day for which ordered if the car is available for loading on the day before or the day after the day for which it was ordered.

Exception 2: The charge will not apply, if the car satisfies one of the following conditions and is properly rejected through
▲ NS Operations and Service Support (OSS) or Pacesetter within 24 hours of placement:

- Car is defective and cannot be loaded
- The wrong car type was provided and cannot be loaded
- Loading of the car would violate an outstanding car service order or loading rule

Exception 3: The charge will not apply on special type flat cars with mechanical designation "FD", "FG", "FW", or "FM" listed in Tariff RPS 6740-series, or other applicable tariffs, for which charges are provided therein.

▲ - Change in wording which results in neither increase nor reduction in charges

ISSUED APRIL 15, 2012

EFFECTIVE JULY 1, 2012

ISSUED BY
D. D. Fisher, Director-Marketing Services
NORFOLK SOUTHERN RAILWAY COMPANY, 110 Franklin Road, S. E, Roanoke, VA 24042-0047