

**NORFOLK SOUTHERN CORPORATION**

**Dividend Reinvestment Authorization**

I hereby appoint The Bank of New York as my agent to receive any dividends that may hereafter become payable to me on my shares of Norfolk Southern Corporation common stock and to apply such dividends and any voluntary cash payments made by me, after deduction of a service charge, to the purchase of full and fractional shares of Norfolk Southern common stock.

I understand that the purchase will be made under the terms and conditions of the Dividend Reinvestment Plan as described in the notice which accompanied this card and that I may revoke this authorization at any time by notifying The Bank of New York, in writing, of my desire to terminate my participation.

So that we may identify your account, please PRINT your name and address below in addition to signing the form.

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**THIS IS NOT A PROXY.**

**You should not return this form if you wish to continue to receive cash dividends.**

**IMPORTANT INFORMATION ABOUT PROCEDURES FOR  
OPENING A NEW ACCOUNT**

To help the government fight the funding of terrorism and money laundering activities, Federal law requires all financial institutions to obtain, verify, and record information that identifies each person who opens an account. What this means for you: when you complete an enrollment application, we will ask for your name, address, date of birth, and other information that will allow us to identify you. Please be aware that we will verify the information you provide and may also ask for copies of your driver's license or other identifying documents.

Please provide the following: (Your request may be rejected if this information is not provided.) **All joint owners must sign. PLEASE READ CAREFULLY BEFORE SIGNING.**

Date \_\_\_\_\_

Stockholder \_\_\_\_\_

Stockholder \_\_\_\_\_

Date of Birth \_\_\_/\_\_\_/\_\_\_ Taxpayer I.D. No.: \_\_\_\_\_

This authorization form, when signed, should be mailed to Stockholder Records, Norfolk Southern Corporation, Three Commercial Place, Norfolk, VA 23510.