



Norfolk Southern Corporation  
Corporate Accounting Department  
Three Commercial Place  
Norfolk, VA 23510

**Jason A. Zampi**  
Vice President and Controller  
(757) 629-2765

January 30, 2019

The Honorable Ann Begeman  
The Honorable Patrick Fuchs  
The Honorable Martin Oberman  
Surface Transportation Board  
395 E Street, SW  
Washington, DC 20423-0001

Dear Chairman Begeman, Commissioner Fuchs, and Commissioner Oberman:

Norfolk Southern Corporation is submitting the enclosed report on its revenue from demurrage and accessorial charges for each quarter of 2018, as requested in your December 17, 2018 letter to Jim Squires. Because the information in this report is a component of the information we provide to the Surface Transportation Board in our quarterly Revenues, Expenses, and Income (RE&I) report, we have elected to provide this report concurrently with our RE&I report, which is due 30 days after the close of each quarter.

Looking ahead to this year, we intend to report our quarterly 2019 demurrage and accessorial revenue concurrently with our RE&I report.

Please do not hesitate to contact me at (757) 629-2778 with any questions.

Very truly yours,

A handwritten signature in black ink that reads 'Jason A. Zampi'.

Jason A. Zampi

As requested, Norfolk Southern’s quarterly revenues from demurrage and accessorial charges for each quarter of 2018 are presented below:

	<b>2018</b>			
	<b>Q1</b>	<b>Q2</b>	<b>Q3</b>	<b>Q4</b>
<b>49 C.F.R. Pt. 1201</b>	<i>(\$ in 000s)</i>			
<b>(106) Demurrage</b>	\$ 55,501	\$ 55,528	\$ 62,308	\$ 70,284
<b>(110) Incidental</b>	21,051	23,341	23,368	24,296

Demurrage revenue meets the definition of 49 C.F.R. Part 1201, category 106. The accessorial revenue (“incidental revenue”) above includes charges for items including lift charges, charges for dumping railcars, mixing center charges, docking and undocking charges, charges for overloaded railcars, charges for improperly loaded railcars, charges for weighing railcars, charges for diverting a shipment in transit, and other miscellaneous charges as permitted by confidential customer contracts. The applicable tariffs governing these items are listed below.

- |                   |                                |
|-------------------|--------------------------------|
| 4007-F, Item 170  | 8002-A, Item 6515              |
| 4007-G, Item 165  | 8002-A, Item 6517              |
| 8002-A, Item 1060 | 8002-A, Item 6530              |
| 8002-A, Item 2040 | 9037-I, Item 240B              |
| 8002-A, Item 2070 | 9219-B, Item 110               |
| 8002-A, Item 3000 | 9219-B, Item 225               |
| 8002-A, Item 5000 | IRC Section 4.6.1              |
| 8002-A, Item 5040 | IRC Section 4.6.4              |
| 8002-A, Item 6025 | NS Conditions of Carriage #2-P |
| 8002-A, Item 6500 | Customer Specific Contracts    |