



Norfolk Southern Corporation
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Jason A. Zampi
Vice President & Controller

October 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, Vice Chairman Fuchs, and Commissioner Oberman:

Norfolk Southern Corporation is submitting the enclosed report on its revenue from demurrage and accessorial charges for the third quarter of 2019, as requested in your December 17, 2018 letter to Jim Squires. As I indicated in my letter to you on January 30, 2019, we are submitting this report concurrently with our quarterly Revenues, Expenses, and Income report.

Please do not hesitate to contact me at (470) 867-4835 with any questions.

Very truly yours,

Jason A. Zampi

As requested, Norfolk Southern’s quarterly revenues from demurrage and accessorial charges for the third quarter of 2019 are presented below.

	<u>2019</u>
	<u>Q3</u>
	<i>(\$ in 000s)</i>
49 C.F.R. Pt. 1201	
(106) Demurrage	\$66,803
(110) Incidental	23,023

Demurrage revenue meets the definition of 49 C.F.R. Part 1201, category 106. The accessorial revenue (“incidental revenue”) above include 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.

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|-------------------|--------------------------------|
| 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 |