



Norfolk Southern Corporation
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Atlanta, GA 30309
Telephone: 470-867-4835

Jason A. Zampi
Vice President & Controller

January 30, 2020

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

Dear Chairman Begeman, Vice Chairman Oberman, and Commissioner Fuchs:

Norfolk Southern Corporation is submitting the enclosed report on its revenue from demurrage and accessorial charges for the fourth 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,

A handwritten signature in black ink, appearing to read 'J. Zampi'. The signature is fluid and cursive, with a large initial 'J' and a long, sweeping underline.

Jason A. Zampi

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

	<u>2019</u>
	<u>Q4</u>
49 C.F.R. Pt. 1201	<i>(\$ in 000s)</i>
(106) Demurrage	\$70,975
(110) Incidental	21,993

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.

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