



Norfolk Southern Corporation
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Clyde H. Allison, Jr.
Vice President & Controller

June 9, 2021

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

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

Norfolk Southern Corporation is submitting the enclosed report on its revenue from demurrage and accessorial charges for the first quarter of 2021, as requested in the Board's letter dated May 28, 2021 to Jim Squires.

Please do not hesitate to contact me at Jake.Allison@nscorp.com with any questions.

Very truly yours,


Clyde H. Allison, Jr.

As requested, Norfolk Southern's quarterly revenues from demurrage and accessorial charges for the first quarter of 2021 are presented below.

| | 2021 |
|---------------------------|---------------------|
| | Q1 |
| | <i>(\$ in 000s)</i> |
| 49 C.F.R. Pt. 1201 | |
| (106) Demurrage | \$93,387 |
| (110) Incidental | \$22,593 |

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 |
| 8001-A, Item 1150 | 8002-A, Item 6530 |
| 8002-A, Item 1060 | 9037-1, Item 240B |
| 8002-A, Item 2040 | 9219-B, Item 110 |
| 8002-A, Item 2070 | 9219-B, Item 225 |
| 8002-A, Item 3000 | IRC Section 4.6.1 |
| 8002-A, Item 5000 | IRC Section 4.6.4 |
| 8002-A, Item 5040 | Intermodal Rules Circular #2 |
| 8002-A, Item 6025 | NS Conditions of Carriage #2-P |
| 8002-A, Item 6500 | Customer Specific Contracts |
| TBT Tariff 9328-Q | |