



Norfolk Southern Corporation  
650 West Peachtree Street NW  
Atlanta, GA 30308  
Telephone: 470-867-4769

Clyde H. Allison, Jr.  
Vice President & Controller

October 29, 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 third 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 (470) 867-4769 with any questions.

Very truly yours,

A handwritten signature in dark ink, reading "Clyde H. Allison, Jr." The signature is fluid and cursive, with a large, stylized "C" at the beginning and a long, sweeping tail that extends to the right.

Clyde H. Allison, Jr.

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

	<b>2021</b>
	<b>Q3</b>
	<hr/>
<b>49 C.F.R. Pt. 1201</b>	<i>(\$ in 000s)</i>
<b>(106) Demurrage</b>	<b>\$155,586</b>
<b>(110) Incidental</b>	<b>\$20,219</b>

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
6004-D	8002-A, Item 6530
8001-A, Item 1150	9037-I, Item 240B
8002-A, Item 1060	9219-B, Item 110
8002-A, Item 2040	9219-B, Item 225
8002-A, Item 2070	IRC Section 4.6.1
8002-A, Item 3000	IRC Section 4.6.4
8002-A, Item 5000	Intermodal Rules Circular #2
8002-A, Item 5040	NS Conditions of Carriage #2-P
8002-A, Item 6025	Customer Specific Contracts
8002-A, Item 6500	TBT Tariff 9328-Q