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

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

Norfolk Southern Corporation is submitting the enclosed report on its revenue from demurrage and accessorial charges for the fourth quarter of 2020, as requested in the Board’s letter dated May 7, 2020 to Jim Squires.

Please do not hesitate to contact me at (470) 867-4769 with any questions.

Very truly yours,

Clyde H. Allison, Jr.
As requested, Norfolk Southern's quarterly revenues from demurrage and accessorial charges for the fourth quarter of 2020 are presented below.

<table>
<thead>
<tr>
<th>2020</th>
<th></th>
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<tbody>
<tr>
<td>Q4 ($ in 000s)</td>
<td></td>
</tr>
<tr>
<td>49 C.F.R. Pt. 1201</td>
<td></td>
</tr>
<tr>
<td>(106) Demurrage</td>
<td>$81,997</td>
</tr>
<tr>
<td>(110) Incidental</td>
<td>25,723</td>
</tr>
</tbody>
</table>

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
8001-A, Item 1150 8002-A, Item 6530
8002-A, Item 1060 9037-I, 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