



Norfolk Southern Corporation  
1200 Peachtree Street NE  
Atlanta, GA 30309  
Telephone: 470-867-4769

**Clyde H. Allison, Jr.**  
Vice President & Controller

October 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 third quarter of 2020, as requested in your May 7, 2020 letter to Jim Squires.

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

Very truly yours,

A handwritten signature in black ink that reads "Clyde Allison". The signature is written in a cursive, flowing style.

Clyde H. Allison, Jr.

As requested, Norfolk Southern's quarterly revenues from demurrage and accessorial charges for the third quarter of 2020 are presented below.

	<u>2020</u>
	<u>Q3</u>
<b>49 C.F.R. Pt. 1201</b>	<i>(\$ in 000s)</i>
<b>(106) Demurrage</b>	\$61,530
<b>(110) Incidental</b>	24,253

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	NS Conditions of Carriage #2-P
8002-A, Item 6025	Customer Specific Contracts
8002-A, Item 6500	