



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

Clyde H. Allison, Jr.  
Vice President & Controller

January 29, 2021

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,

A handwritten signature in black ink, appearing to read 'Clyde H. Allison, Jr.' with a stylized, cursive flourish at the end.

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.

	<u>2020</u>
	<u>Q4</u>
	<i>(\$ in 000s)</i>
<b>49 C.F.R. Pt. 1201</b>	
<b>(106) Demurrage</b>	\$81,997
<b>(110) Incidental</b>	25,723

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	