

NORFOLK SOUTHERN CORP  
Form DEFA14A  
March 21, 2018

UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549

SCHEDULE 14A

Proxy Statement Pursuant to Section 14(a) of the  
Securities Exchange Act of 1934 (Amendment No. )

Filed by the Registrant

Filed by a Party other than the Registrant

CHECK THE APPROPRIATE BOX:

- Preliminary Proxy Statement
- Confidential, For Use of the Commission Only (as permitted by Rule 14a-6(e)(2))
- Definitive Proxy Statement
- Definitive Additional Materials
- Soliciting Material Under Rule 14a-12

**Norfolk Southern Corporation**

(Name of Registrant as Specified In Its Charter)  
(Name of Person(s) Filing Proxy Statement, if Other Than the Registrant)

PAYMENT OF FILING FEE (CHECK THE APPROPRIATE BOX):

No fee required.

Fee computed on table below per Exchange Act Rules 14a-6(i)(1) and 0-11.

- 1) Title of each class of securities to which transaction applies:
- 2) Aggregate number of securities to which transaction applies:
- 3) Per unit price or other underlying value of transaction computed pursuant to Exchange Act Rule 0-11 (set forth the amount on which the filing fee is calculated and state how it was determined):
- 4) Proposed maximum aggregate value of transaction:
- 5) Total fee paid:

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Check box if any part of the fee is offset as provided by Exchange Act Rule 0-11(a)(2) and identify the filing for which the offsetting fee was paid previously. Identify the previous filing by registration statement number, or the form or schedule and the date of its filing.

- 1) Amount previously paid:
  - 2) Form, Schedule or Registration Statement No.:
  - 3) Filing Party:
  - 4) Date Filed:
-

**\*\*\* Exercise Your *Right to Vote* \*\*\***

**Important Notice Regarding the Availability of Proxy Materials for the Shareholder Meeting to Be Held on May 10, 2018.**

**NORFOLK SOUTHERN CORPORATION**

NORFOLK SOUTHERN CORPORATION  
ATTN: ELIZABETH C. PARKER  
THREE COMMERCIAL PLACE  
NORFOLK, VA 23510-2191

**Meeting Information**

**Meeting Type:**

Annual Meeting

**For holders as of:**

March 1, 2018

**Date:** May 10, 2018      **Time:** 8:30 A.M. EDT

**Location:** Hilton Norfolk The Main  
100 East Main Street  
Norfolk, Virginia

You are receiving this communication because you hold shares in the company named above. This is not a ballot. You cannot use this notice to vote these shares. This communication presents only an overview of the more complete proxy materials that are available to you on the Internet. You may view the proxy materials online at [www.proxyvote.com](http://www.proxyvote.com) or easily request a paper copy (see reverse side).

We encourage you to access and review all of the important information contained in the proxy materials before voting.

**See the reverse side of this notice to obtain proxy materials and for voting instructions.**

## Before You Vote

### How to Access the Proxy Materials

#### Proxy Materials Available to VIEW or RECEIVE:

1. NOTICE AND PROXY STATEMENT                      2. ANNUAL REPORT                      3. FORM OF PROXY

#### How to View Online:

Have the information that is printed in the box marked by the arrow    XXXX XXXX XXXX XXXX    (located on the following page) and visit:

[www.proxyvote.com](http://www.proxyvote.com).

#### How to Request and Receive a PAPER or E-MAIL Copy:

If you want to receive a paper or e-mail copy of these materials, you must request one. There is NO charge for requesting a copy. Please choose one of the following methods to make your request:

- 1) *BY INTERNET:*                      [www.proxyvote.com](http://www.proxyvote.com)
- 2) *BY TELEPHONE:*                      1-800-579-1639
- 3) *BY E-MAIL\*:*                      [sendmaterial@proxyvote.com](mailto:sendmaterial@proxyvote.com)

If requesting materials by e-mail, please send a blank e-mail with the information that is printed in the box marked by the arrow    XXXX

\*    XXXX XXXX XXXX    (located on the following page) in the subject line.

Requests, instructions and other inquiries sent to this e-mail address will NOT be forwarded to your investment advisor. Please make the request as instructed above on or before April 26, 2018 to facilitate timely delivery.

## How To Vote

### Please Choose One of the Following Voting Methods

**Vote In Person:** Many shareholder meetings have attendance requirements including, but not limited to, the possession of an attendance ticket issued by the entity holding the meeting. Please check the proxy statement for special requirements for meeting attendance. At the meeting, you will need to request a ballot to vote these shares.

**Vote By Internet:** To vote now by Internet, go to [www.proxyvote.com](http://www.proxyvote.com). Have the information that is printed in the box marked by the arrow    XXXX XXXX XXXX XXXX    (located on the following page) available and follow the instructions.

**Vote By Mail:** You can vote by mail by requesting a paper copy of the materials, which will include a proxy card.

**Shareholder Meeting Registration:** To attend the meeting in person, go to the Register for Meeting link at [www.proxyvote.com](http://www.proxyvote.com).

**Voting Items**  
**The Board of Directors**  
**recommends you vote FOR**  
**items 1-3:**

1. Elections of Directors

**Nominees:**

1a. Thomas D. Bell, Jr.

1b. Wesley G. Bush

1c. Daniel A. Carp

1d. Mitchell E. Daniels, Jr.

1e. Marcela E. Donadio

1f. Steven F. Leer

1g. Michael D. Lockhart

1h. Amy E. Miles

1i. Martin H. Nesbitt

1j. Jennifer F. Scanlon

1k. James A. Squires

1l. John R. Thompson

**The Board of Directors recommends you vote FOR items 1-3:**

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2. Ratification of the appointment of KPMG LLP, independent registered public accounting firm, as Norfolk Southern's independent auditors for the year ending December 31, 2018.
3. Approval of advisory resolution on executive compensation, as disclosed in the proxy statement for the 2018 Annual Meeting of Shareholders.

**The Board of Directors recommends you vote AGAINST item 4:**

4. If properly presented at the meeting, a shareholder proposal regarding right to act by written consent.

**NOTE:** In addition, in their discretion, the proxies are authorized to vote upon such other business as may properly come before the meeting.

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