

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:	
<input type="checkbox"/>	Preliminary Proxy Statement
<input type="checkbox"/>	CONFIDENTIAL, FOR USE OF THE COMMISSION ONLY (AS PERMITTED BY RULE 14a-6(e)(2))
<input type="checkbox"/>	Definitive Proxy Statement
<input checked="" type="checkbox"/>	Definitive Additional Materials
<input type="checkbox"/>	Soliciting Material Under Rule 14a-12

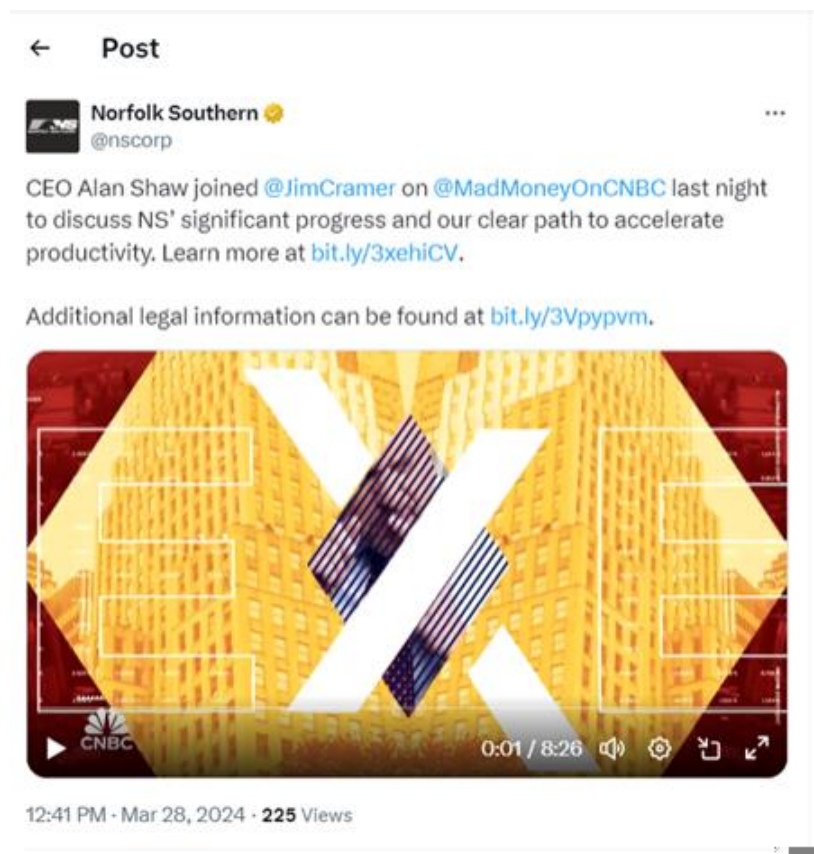
Norfolk Southern Corporation

(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):	
<input checked="" type="checkbox"/>	No fee required.
<input type="checkbox"/>	Fee paid previously with preliminary materials.
<input type="checkbox"/>	Fee computed on table in exhibit required by Item 25(b) per Exchange Act Rules 14a-6(i)(1) and 0-11.

On March 28, 2024, Norfolk Southern Corporation posted the below communication on its X account and may in the future use the same or substantially similar communications from time to time.



On March 28, 2024, Norfolk Southern Corporation posted the below communication on its YouTube account and may in the future use the same or substantially similar communications from time to time.



CEO Alan Shaw on CNBC's Mad Money with Jim Cramer 3.27.24

Norfolk Southern
25.3K subscribers

41 views Mar 28, 2024

Norfolk Southern CEO Alan Shaw sat down with CNBC's Jim Cramer on his Mad Money program Wednesday to discuss Norfolk Southern's balanced strategy and plan to deliver long-term value.

Shaw explained how Norfolk Southern and its highly qualified board have laid the groundwork for significant margin improvement in 2024. With the right people in place and a strategy balanced on service, productivity, and growth, Shaw projected 400 to 500 basis points of margin improvement.

"We are investing in the long-term," Shaw said. "We are improving our service product. We're improving productivity. That's starting to drive growth for us. So, I've got a lot of confidence about where we're going in the back half of this year and beyond."

In the two years since Shaw became CEO, Norfolk Southern has seen improvement in several key areas. Velocity has improved 27% under Shaw's leadership. In 2022, the railroad delivered record revenue, and in 2023, Norfolk Southern was the only Class I railroad to significantly reduce its mainline accident rate.

Learn more at <https://norfolksouthern.mediaroom.com...>

Additional legal information can be found at <https://bit.ly/3Vpypvm>.

On March 28, 2024, Norfolk Southern Corporation posted the below communication on its LinkedIn account and may in the future use the same or substantially similar communications from time to time.



Norfolk Southern

107,988 followers

1h • Edited •

+ Follow ...

CEO [Alan Shaw](#) joined [Jim Cramer](#) on [CNBC's Mad Money](#) last night to discuss our balanced strategy and plan to deliver long-term value for our customers, employees, shareholders, and communities.

NS and our highly qualified board have laid the groundwork for significant margin improvement in 2024. We have the right people in place and a plan built upon scheduled railroading principles, while also delivering the reliable and resilient service needed to propel sustainable growth.

As Alan told Jim, "We are investing in the long-term. We're improving our service product and we're improving productivity. That's starting to drive growth for us. So, I've got a lot of confidence about where we're going in the back half of this year and beyond."

Learn more at <https://lnkd.in/eZTdf3R>.

Additional legal information can be found at <https://bit.ly/3Vpypvm>.



Alan Shaw on CNBC's Mad Money

The following communication was made available on Norfolk Southern's website beginning on March 28, 2024.

Shaw: We have the plan and the people in place to deliver on our promises

Norfolk Southern CEO Alan Shaw sat down with CNBC's Jim Cramer on his Mad Money program Wednesday to discuss Norfolk Southern's balanced strategy and plan to deliver long-term value.

Shaw explained how Norfolk Southern and its highly qualified board have laid the groundwork for significant margin improvement in 2024. With the right people in place and a strategy balanced on service, productivity, and growth, Shaw projected 400 to 500 basis points of margin improvement.

"We are investing in the long-term," Shaw said. "We are improving our service product. We're improving productivity. That's starting to drive growth for us. So, I've got a lot of confidence about where we're going in the back half of this year and beyond."

In the two years since Shaw became CEO, Norfolk Southern has seen improvement in several key areas. Velocity has improved 27% under Shaw's leadership. In 2022, the railroad delivered record revenue, and in 2023, Norfolk Southern was the only Class I railroad to significantly reduce its mainline accident rate.

WATCH HERE



Note: Additional legal information can be found [here](#).

The following communication was distributed to employees of Norfolk Southern Corporation on March 28, 2024.



Shaw: We have the plan and the people in place to deliver on our promises

FORGE
Published 1 hour ago

CEO Alan Shaw sat down with CNBC's Jim Cramer on his Mad Money program Wednesday to discuss Norfolk Southern's balanced strategy and plan to deliver long-term value.

Shaw explained how NS and our highly qualified board have laid the groundwork for significant margin improvement in 2024. With the right people in place and a strategy balanced on service, productivity, and growth, Shaw projected 400 to 500 basis points of margin improvement.

Shaw explained how NS and our highly qualified board have laid the groundwork for significant margin improvement in 2024. With the right people in place and a strategy balanced on service, productivity, and growth, Shaw projected 400 to 500 basis points of margin improvement.

"We are investing in the long-term," Shaw said. "We are improving our service product. We're improving productivity. That's starting to drive growth for us. So, I've got a lot of confidence about where we're going in the back half of this year and beyond."

In the two years since Shaw became CEO, NS has seen improvement in several key areas. Velocity has improved 27% under Shaw's leadership. In 2022, we delivered record revenue, and in 2023, NS was the only Class I railroad to significantly reduce its mainline accident rate.



Note: Additional legal information can be found [here](#).

###

Important Additional Information and Where to Find It

The Company has filed a definitive proxy statement (the "2024 Proxy Statement") on Schedule 14A and a WHITE proxy card with the Securities and Exchange Commission (the "SEC") in connection with the solicitation of proxies for its 2024 Annual Meeting of Shareholders (the "2024 Annual Meeting"). SHAREHOLDERS ARE STRONGLY ADVISED TO READ THE COMPANY'S 2024 PROXY STATEMENT (INCLUDING ANY AMENDMENTS OR SUPPLEMENTS THERETO), THE WHITE PROXY CARD AND ANY OTHER DOCUMENTS FILED WITH THE SEC WHEN THEY BECOME AVAILABLE BECAUSE THEY WILL CONTAIN IMPORTANT INFORMATION. Shareholders may obtain a free copy of the 2024 Proxy Statement, any amendments or supplements to the 2024 Proxy Statement and other documents that the Company files with the SEC from the SEC's website at www.sec.gov or the Company's website at <https://norfolksouthern.investorroom.com> as soon as reasonably practicable after such materials are electronically filed with, or furnished to, the SEC.

Certain Information Regarding Participants in Solicitation

The Company, its directors and certain of its executive officers and employees may be deemed participants in the solicitation of proxies from shareholders in connection with the matters to be considered at the 2024 Annual Meeting. Information regarding the direct and indirect interests, by security holdings or otherwise, of the persons who may, under the rules of the SEC, be considered participants in the solicitation of shareholders in connection with the 2024 Annual Meeting is included in Norfolk Southern's 2024 Proxy Statement, filed with the SEC on March 20, 2024. To the extent holdings by our directors and executive officers of Norfolk Southern securities reported in the 2024 Proxy Statement for the 2024 Annual Meeting have changed, such changes have been or will be reflected on Statements of Change of Ownership on Forms 3, 4 or 5 filed with the SEC. These documents are available free of charge as described above.

Cautionary Statement on Forward-Looking Statements

Certain statements in this communication are "forward-looking statements" within the meaning of the "safe harbor" provisions of the Private Securities Litigation Reform Act of 1995, as amended. These statements relate to future events or our future financial performance, including statements relating to our ability to execute on our strategic plan and our 2024 Annual Meeting and involve known and unknown risks, uncertainties, and other factors that may cause our actual results, levels of activity, performance, or our achievements or those of our industry to be materially different from those expressed or implied by any forward-looking statements. In some cases, forward-looking statements may be identified by the use of words like "may," "will," "could," "would," "should," "expect," "plan," "anticipate," "intend," "believe," "estimate," "project," "consider," "predict," "potential," "feel," or other comparable terminology. The Company has based these forward-looking statements on its current expectations, assumptions, estimates, beliefs, and projections. While the Company believes these expectations, assumptions, estimates, and projections are reasonable, such forward-looking statements are only predictions and involve known and unknown risks and uncertainties, many of which involve factors or circumstances that are beyond the Company's control. These and other important factors, including those discussed under "Risk Factors" in our Annual Report on Form 10-K for the year ended December 31, 2023, as well as the Company's subsequent filings with the SEC, may cause actual results, performance, or achievements to differ materially from those expressed or implied by these forward-looking statements. The forward-looking statements herein are made only as of the date they were first issued, and unless otherwise required by applicable securities laws, the Company disclaims any intention or obligation to update or revise any forward-looking statements, whether as a result of new information, future events, or otherwise.