



Norfolk Southern Corporation  
650 W Peachtree Street NW  
Atlanta, GA 30308

We are pleased to announce Norfolk Southern Corporation (Norfolk Southern) has recently established a business relationship with ISN ([www.isn.com](http://www.isn.com)) to further enhance our contractor management program. Effective immediately, ISNetworld will begin serving as Norfolk Southern's primary contractor information management system. Additionally, contractors will no longer need to maintain an Avetta subscription to report information for Norfolk Southern. Please reach out to Avetta to ensure your account reflects this update as soon as possible.

If your company is a current subscriber to ISNetworld, there is no additional fee; however, please ensure your company has completed the requirements specific to Norfolk Southern outlined below. If your company is new to ISNetworld, there is an annual fee for this service. Norfolk Southern believes the benefits to both parties will far exceed any associated costs.

Norfolk Southern requires your company to complete/submit the following information in ISNetworld:

- Company Profile
- Health, Safety and Environmental (HSE) Questionnaire
- FRA Questionnaire & FRA Documentation (if applicable)
- Written HSE Programs
- Document Submittal: Experience Modifier Rate and 3-year OSHA Forms

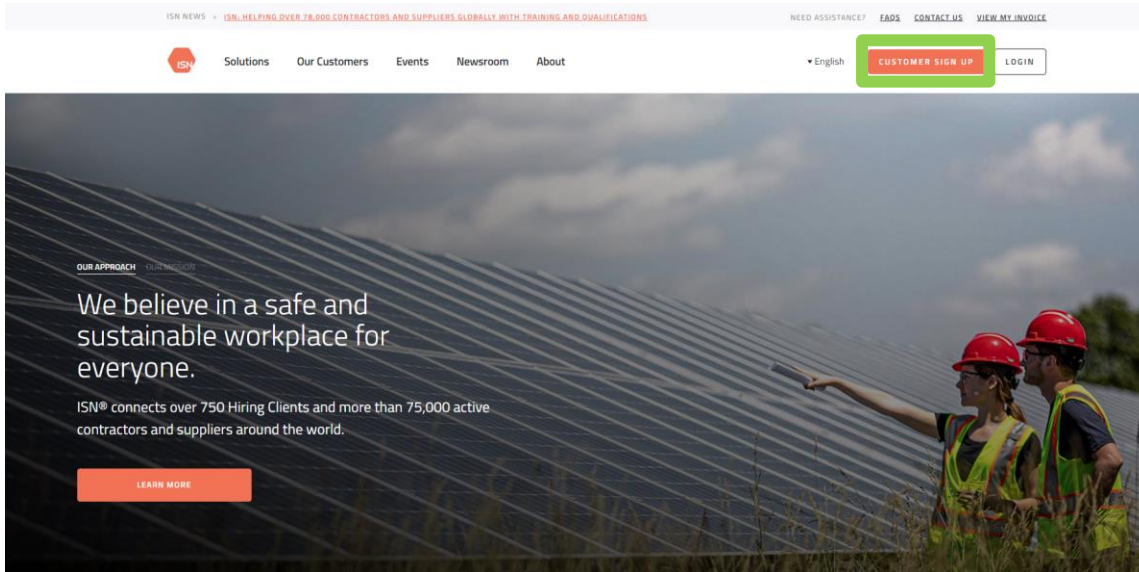
In order to be considered by Norfolk Southern during the contractor selection process, your company's subscription must be in place and all required data must be posted within 30 days. For further details about ISNetworld, **please contact the ISN Customer Service Team at (800) 976-1303 or visit their website at [www.isn.com](http://www.isn.com).**

We value our relationship with your company and look forward to your participation in Norfolk Southern's Vendor Safety Program. Safety is our top priority, and we expect our contractors to work safely. Thank you for your cooperation and commitment to safety.

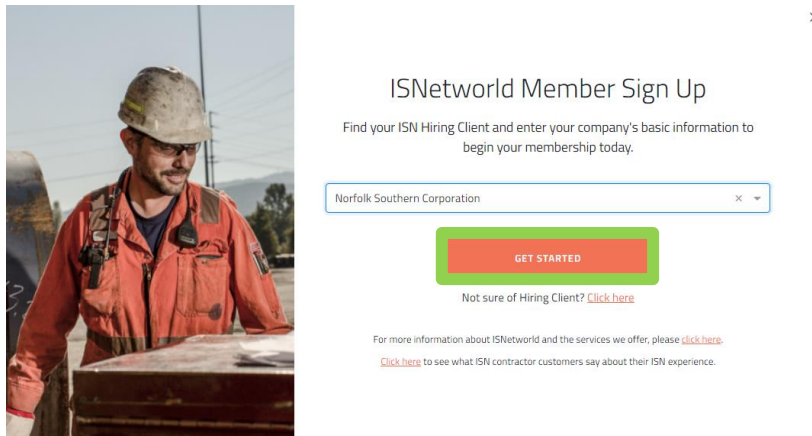
**Resources to assist with subscribing to ISN are included below.**

## Getting Started

1. Initiate the ISNetwork subscription process through the ISN website ([www.isn.com](http://www.isn.com)) or by contacting ISN's Customer Service Team at (800) 976-1303.



2. Search for Norfolk Southern Corporation and click Get Started.



3. Provide Company and Contact Information and click Next. Once submitted, an ISN representative will reach out to assist with next steps.

