

NORFOLK SOUTHERN CORP  
Form DEFA14A  
April 22, 2003

NORFOLK SOUTHERN CORPORATION  
Three Commercial Place  
Norfolk, Virginia 23510-2191

April 22, 2003

Dear Stockholder:

According to our latest records, we have not yet received your proxy for the important Annual Meeting of Stockholders of Norfolk Southern Corporation, to be held on May 8, 2003. Your Board of Directors has unanimously recommended that stockholders vote FOR Items 1 and 2, and AGAINST Item 3.

Please help your company avoid the expense of further solicitation -- vote your proxy TODAY by telephone, via the Internet, or by signing and returning the enclosed proxy card.

Thank you for your cooperation.

Very truly yours,

DEZORA M. MARTIN  
Corporate Secretary

IMPORTANT NOTE

Remember, you can now vote by telephone or via the Internet --  
Simply follow the easy instructions on the enclosed  
proxy or voting instruction card.

If you have any questions, or need assistance in the voting  
of your shares, please call our proxy solicitor,

INNISFREE M&A INCORPORATED  
TOLL-FREE, at 1-877-687-1871