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Honorable Chairman Ms. Ann Begeman
Surface Transportation Board
395 E Street. S.W.
Washington, DC 20423-0001

Dear Chairman Begeman,

It is my understanding that the Surface Transportation Board is reviewing railroad demurrage.

I would like to take a moment to point out the impact on our business as a third-party logistic provider. All South operates 1,017,500 square feet of warehouse space in Atlanta, Ga. We operate six locations with two of the six served by the Norfolk Southern Railroad with a total of 19 rail spots.

Providing a service, not taking ownership of product, the only revenue we produce is handling and storage of our customers' products. We invoice off the receipt so as one would think; we are motivated to unload cars as quickly as we can. However, we never know if cars will be placed or not. With so many issues of crew out of time, cannot access main line to engine failure and the like, we may get cars or we may not. Mostly if we do, it is after hours and we have no idea they have been placed. Cut off time for release is 7am before we even come to work so we miss spotting of equipment because we have not released cars, we did not know we had.

Each time this occurs we are being billed demurrage and to add insult to injury they have gone to 7-day service knowing that most 3PL providers are open only 5 days a week. Now we are billed demurrage for Saturday and Sunday as well. Under the tariff they can spot anytime within a 24-hour window even if after we are closed with a cut off time of 7am the next morning so we can go home for the day and come into the office the next morning with demurrage started with no knowledge we even had cars placed. Norfolk Southern has an answer, go to seven days! So now they want to dictate how we run our business to best suit their needs.

We are now in the throws of negotiating over \$400,000.00 in demurrage charges that we simply could not pay and be profitable. We work with very small margins to be competitive and cost of this magnitude would be more than difficult to overcome.

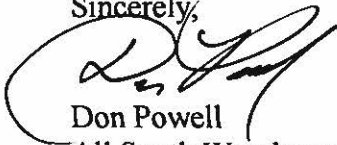
Simply put they have the rule book and they make the rules with no input from the customers. Since they seem to be incapable of managing their equipment, the next best thing is to charge the customer for their shortcomings.

They can say what they want and regardless of the percent of total revenue, it is a profit center.

I respectfully request that the Board investigate and find some way to bring fairness to the tariffs with some consideration for those of us that must work with them.

Thank you for consideration in these matters.

Sincerely,

A handwritten signature in black ink, appearing to read 'Don Powell', with a large, stylized loop at the beginning.

Don Powell
All South Warehouse D/C, Inc.
1785 Continental Way SE
Atlanta, GA 30316