

NORFOLK SOUTHERN AND THE NATIONAL CAPITAL REGION

Rick Crawford
Director Public Projects

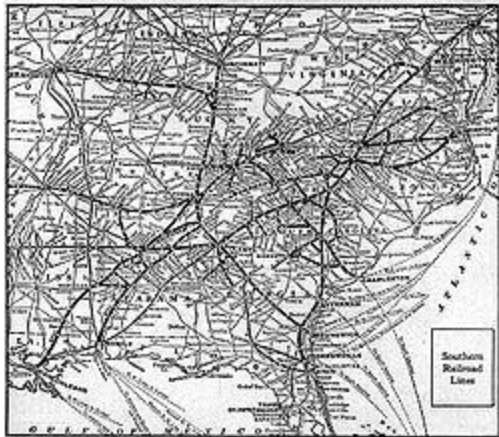


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- **What is Norfolk Southern: An Overview**
 - **Private Infrastructure to meet market demand and ensure safety**
 - **Crescent Corridor**
 - **Public Private Partnerships**
 - **Summary: Challenges and Opportunities**

D&H South



The Southern Railway and its Washington Past



Potomac Yard



Types of Rail Yards



Retarders at a hump classification yard →



Types of Rail Traffic

← Unit Train

A entire train consisting of one commodity, such as a coal train



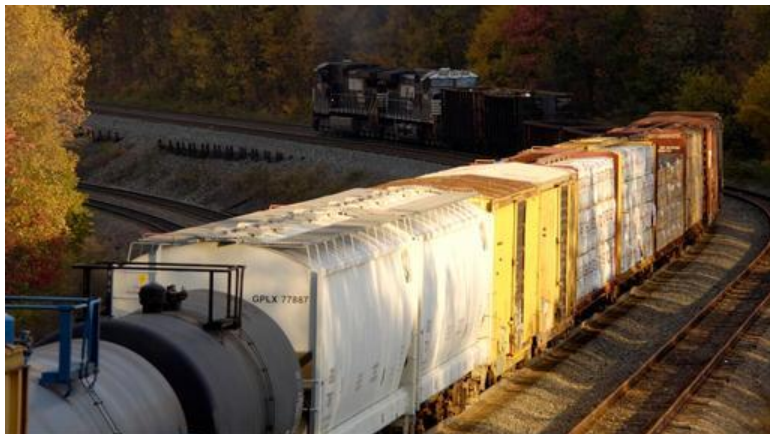
Intermodal Train →

A train consisting of freight containers or tractor trailers that are delivered to the customer via truck but travel the majority of the haul via rail. If all cars are intermodal, it is a unit intermodal train

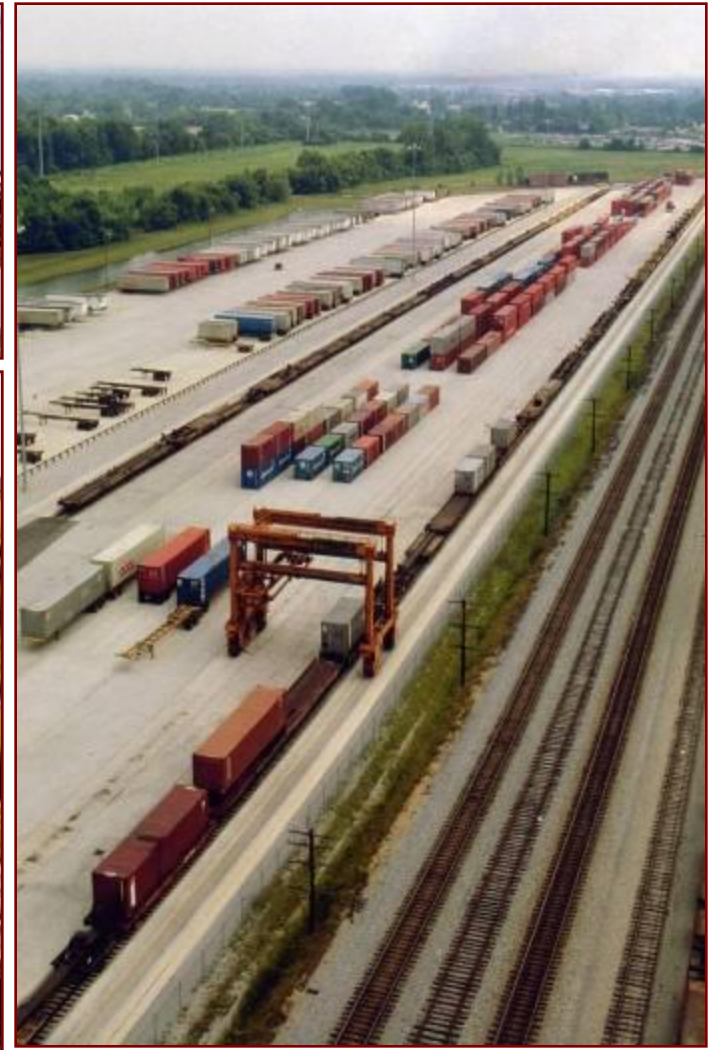


← Mixed Freight or “Slop” Train

A train consisting of freight cars containing a variety of raw materials, intermediate products, and finished goods, such as paper, chemicals, automobiles, construction materials, or grain



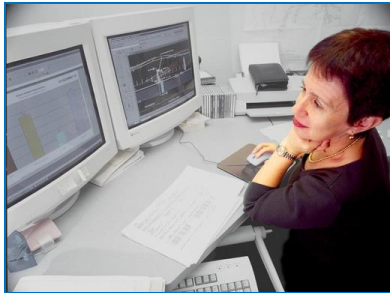
Intermodal Facility Overview



Automotive Facility Overview



The Flow of Rail Traffic



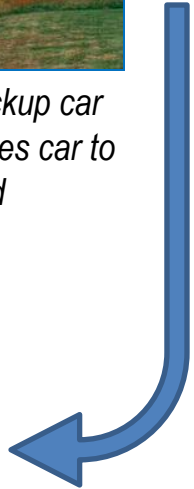
Shipper calls railroad to request an empty car



Railroad delivers empty car to shipper, and once loaded, contacts railroad to pickup car



A train returns to pickup car when loaded and takes car to local rail yard



Customer is in receipt of the safely delivered shipment, and contacts railroad for the reverse move when the car is empty



After a train is formed, the train leaves the station, stopping to "set off" cars at their destination along the route



Once at local rail yard, car is placed on a "make-up" track to be placed on another train with freight heading to destinations along a given route



THOROUGHbred BULK TRANSFER
TBT

- | | |
|---------------------|-------------------|
| Alexandria, VA | Jacksonville, FL |
| Augusta, GA | Knoxville, TN |
| Baltimore, MD | Louisville, KY |
| Buffalo, NY | Maidsville, WV |
| Charlotte, NC | Meridian, MS |
| Chattanooga, TN (2) | Miami, FL |
| Chicago, IL | Petersburg, VA |
| Cincinnati, OH | Pittsburgh, PA |
| Columbus, OH | Pottstown, PA |
| Columbia, SC | Roanoke, VA |
| Dalton, GA | Somerset, KY |
| Doraville, GA | Spartanburg, SC |
| Edgemoor, DE | Willis, MI |
| Elizabeth, NJ | Winston-Salem, NC |
| Euclid, OH | |

NORFOLK SOUTHERN SYSTEM

- Trackage/Haulage Rights
- ← Gateway Cities to Western Railroads (Not all lines shown)

— For detailed facility information, visit www.nscorp.com/distributionservices



The Crescent Corridor Intermodal Freight Project

Improving Lives and Livelihoods



Norfolk Southern's Six Corridor Strategy

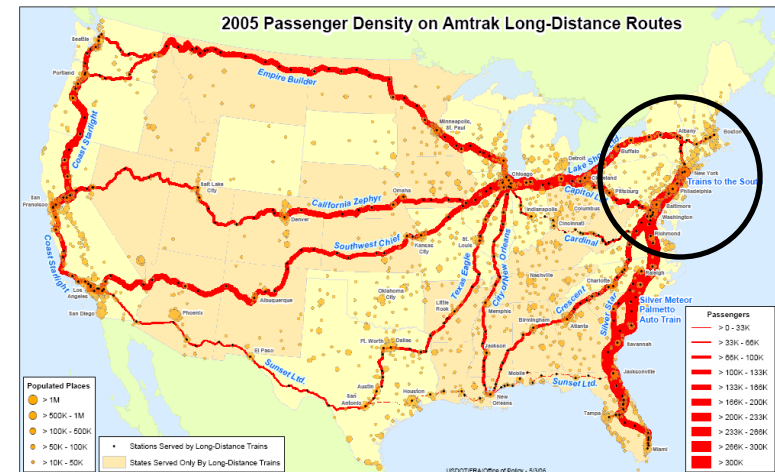
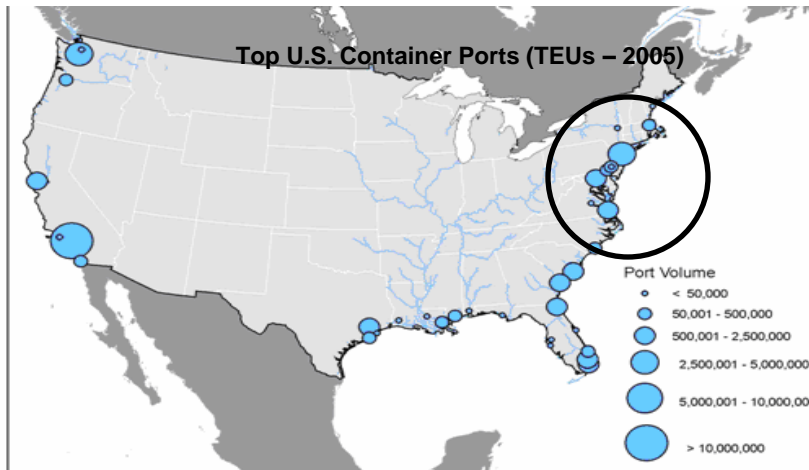
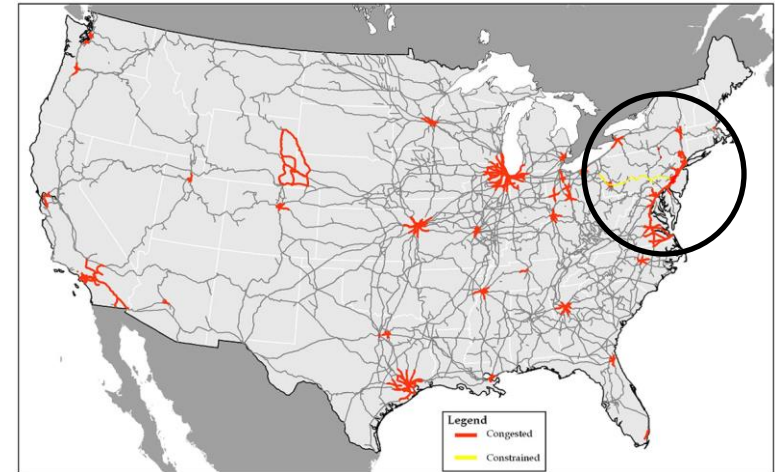
- Norfolk Southern has employed a “**Six Corridor Strategy**” focusing on four key principles:
 - Market access
 - Length of haul
 - Asset utilization
 - Productivity



Growing Congestion – Especially along NEC



Approximate Freight-Rail Choke Points and Congested Areas



Crescent Corridor Intermodal Facilities

2012 and Beyond



Open 2012

- **Birmingham, AL; Memphis, TN; Greencastle, PA; and Harrisburg, PA**

Open 2013

- **Charlotte, NC**

Open 2015

- **Philadelphia, PA**

Open 2018

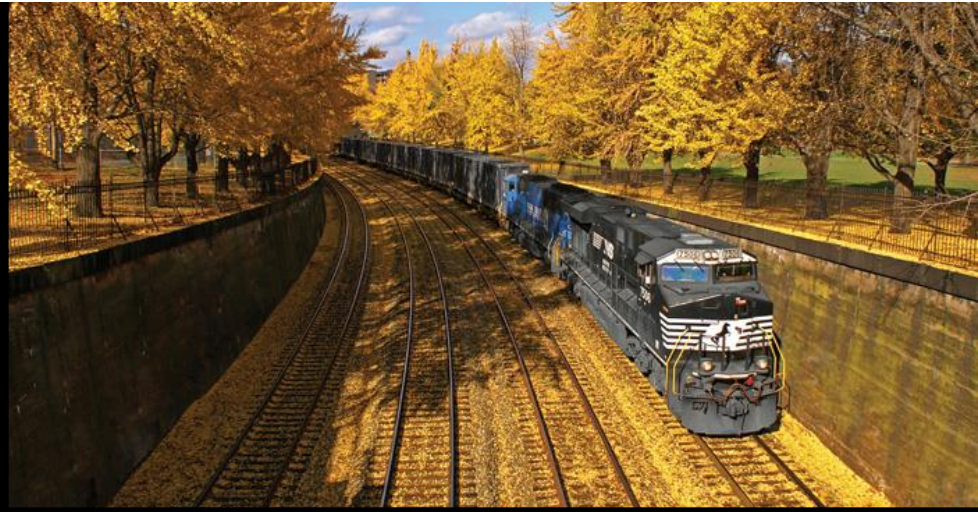
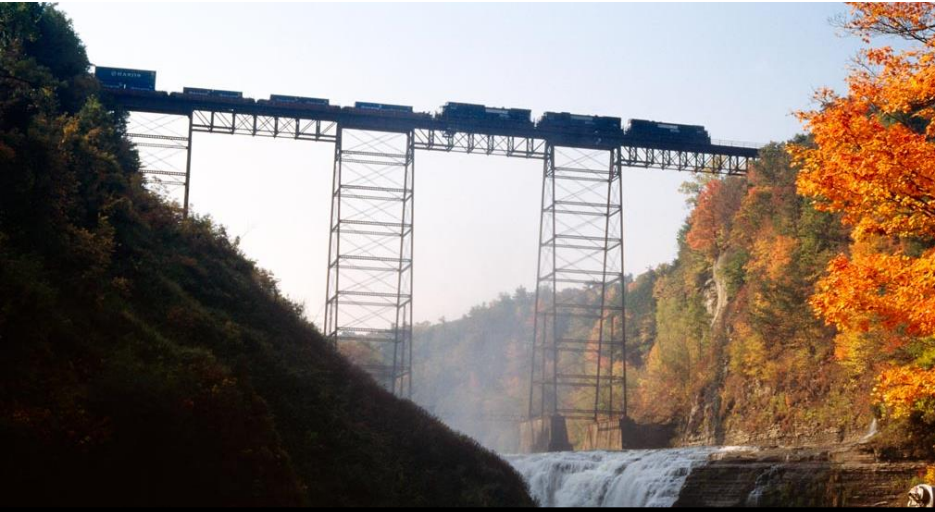
- **Atlanta, GA; E-Rail, NJ**

2020 and Beyond

- **Knoxville, TN; Roanoke, VA**

	Open 2012
	Open 2013
	Open 2015
	Open 2017
	Open 2020 and Beyond





Create Success: Englewood Flyover





The New Portageville Bridge



Eco Locomotives



Thank You

