

Daniel Parker
NS Industrial Development Manager

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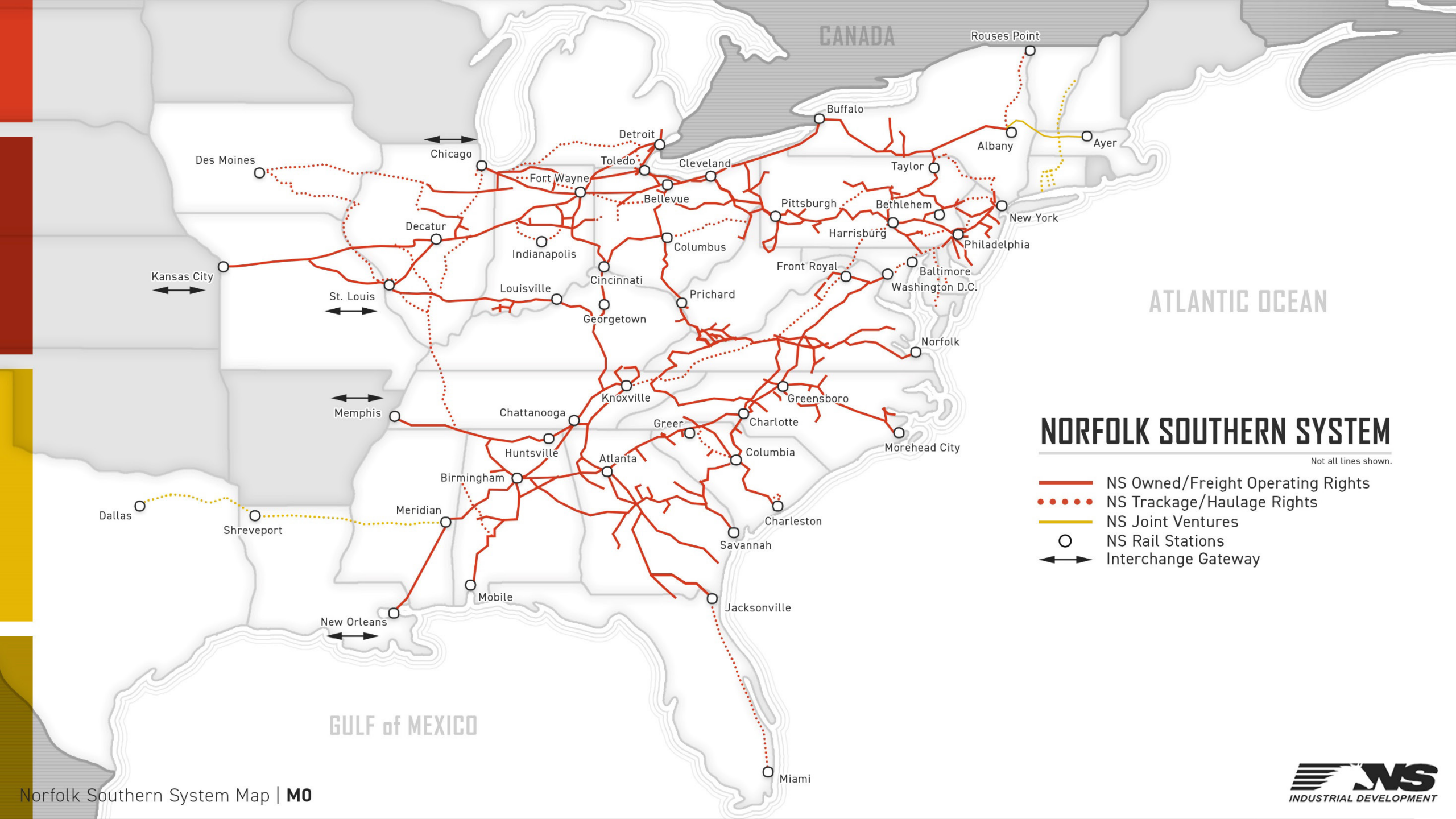
NORFOLK SOUTHERN RAILWAY

Industrial Development

NORTH AMERICAN RAIL NETWORK



— NS Owned/Freight Operating Rights



Extensive Rail Network

reaches more than

50% of the 
U.S. Population

Greener for the Globe

1  **= 280** 
NS Trains get **440+ MPG**
per ton of freight

Economic Impact

PAYROLL

pays **\$2+** BILLION

NS-FUNDED CAPITAL INVESTMENTS

invests **\$1.7** BILLION
(locomotives, freight cars, tracks and bridges)

PURCHASES, PAYMENTS, & TAXES

spends **\$6+** BILLION

Business Magnet

Attracting Economic Growth
(numbers compiled from 2010 - 2019)



881 INDUSTRIES that
NS helped locate & expand



\$50 BILLION in customer
investments



39,000 JOBS created

111 MILLION in
charitable contributions

Safety is our 1st Priority

Community Education & Outreach

NS has
trained **8,100+**
First Responders



JoinNSOAR.com

HARNESSING THE TECHNOLOGY OF

WAZE for **SAFETY**



Drivers receive safety
alert messages near
railroad crossings

**19,500 ROUTE MILES
ACROSS 22 STATES & D.C.**



Access to
940+ INDUSTRIAL SITES



400+ GENERAL WAREHOUSES
served



41 RAIL-TRUCK TRANSFER FACILITIES



55 INTERMODAL TERMINALS



43 PORTS SERVED



250 SHORT LINE CONNECTIONS
Adds 20,000+ miles to NS network



CONNECTIONS TO ALL CLASS I
WESTERN RAILROADS



MOST EXTENSIVE INTERMODAL
NETWORK IN EASTERN U.S.



LARGEST RAIL SHIPPER OF AUTO
PRODUCTS IN NORTH AMERICA



LARGEST RAIL SHIPPER OF
METALS IN NORTH AMERICA

DELIVERING FOR AMERICAN INDUSTRY AND CONSUMERS

METALS &
CONSTRUCTION
10%

CHEMICALS
6%

AGRICULTURE &
CONSUMER GOODS
12%

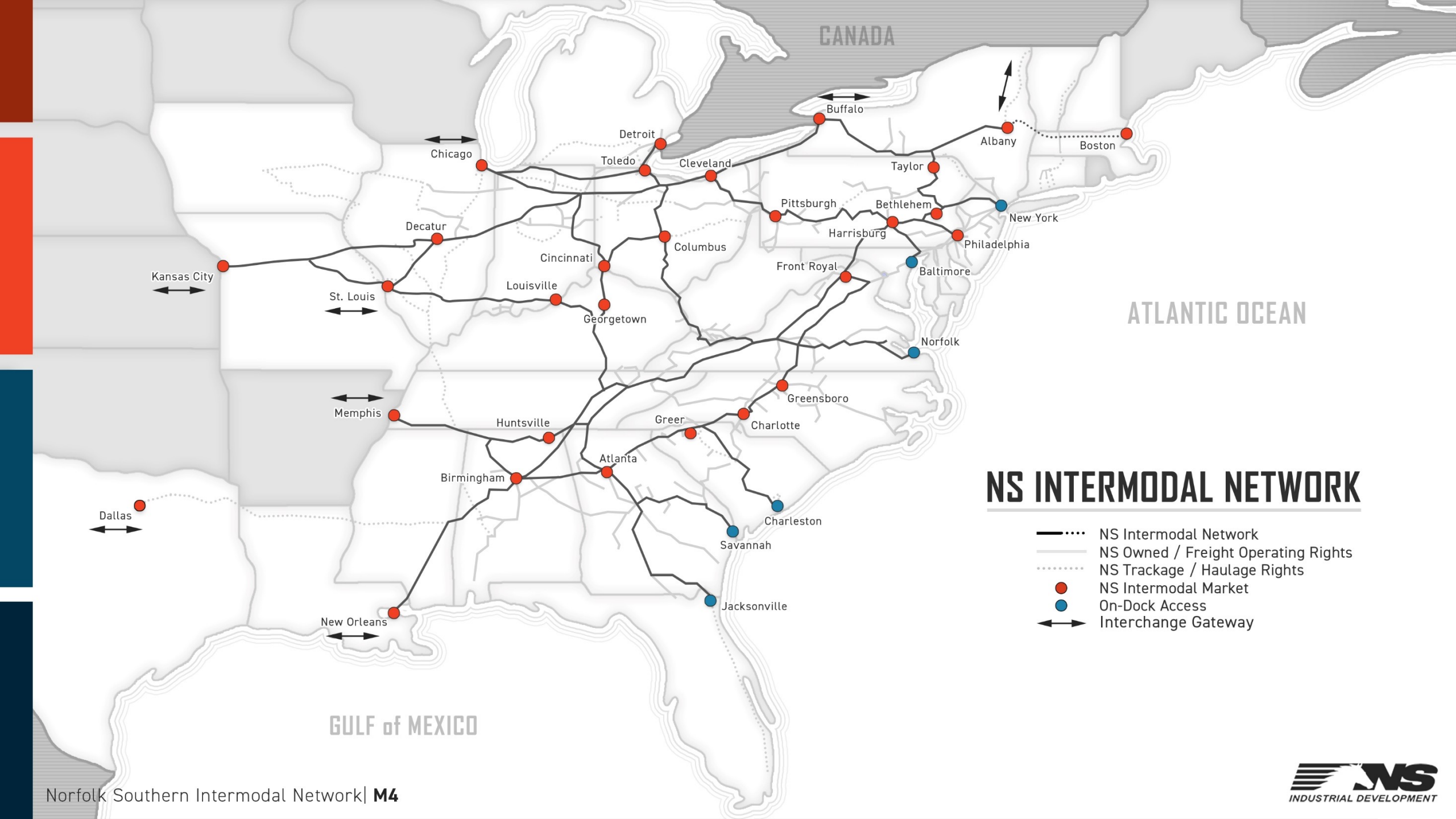
COAL
15%

INTERMODAL
52%

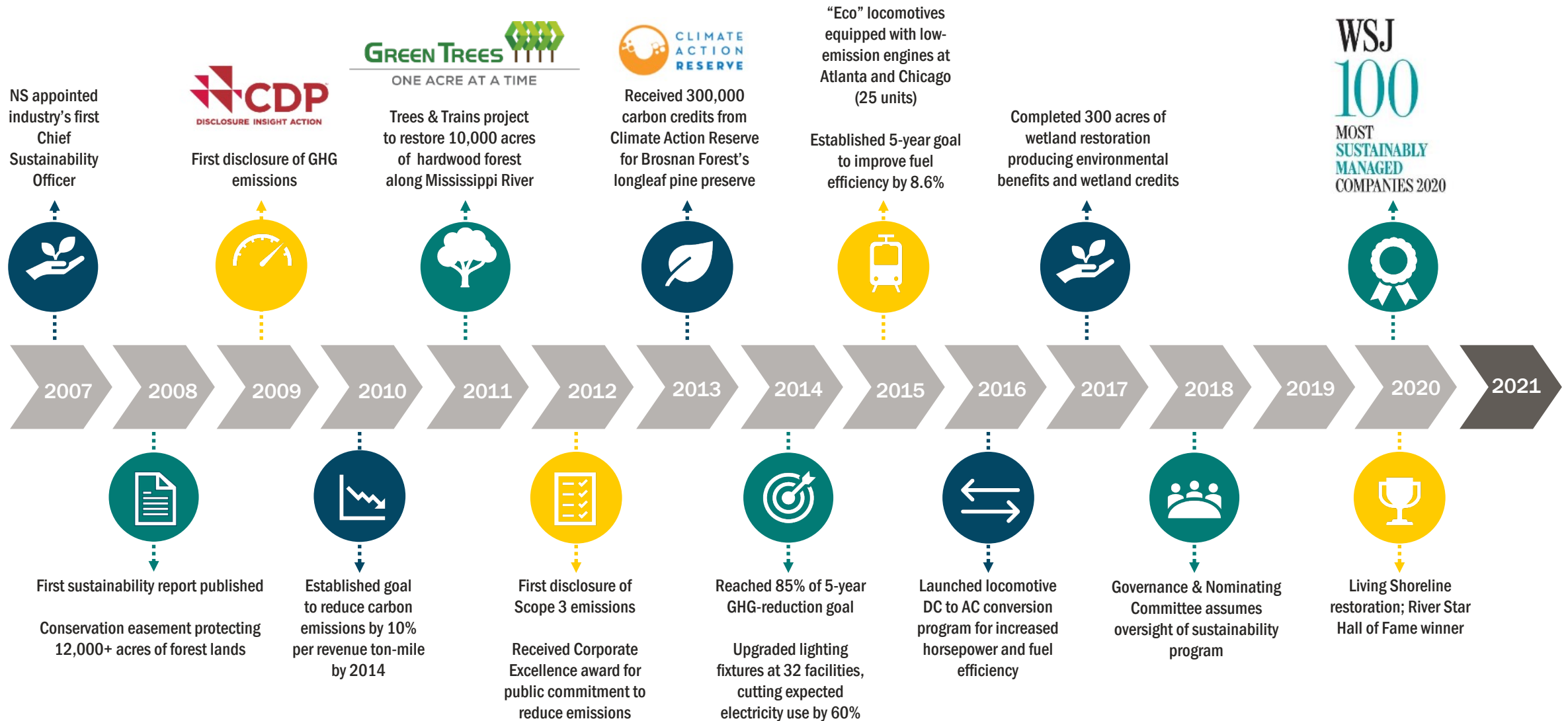
AUTOMOTIVE
5%

TOTAL CARLOADS
7.6
million





SUSTAINABILITY





**THANK YOU
QUESTIONS?**

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Industrial Development**

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