

# Governor's Transportation Conference

Virginia: Gateway to the World

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Norfolk Southern

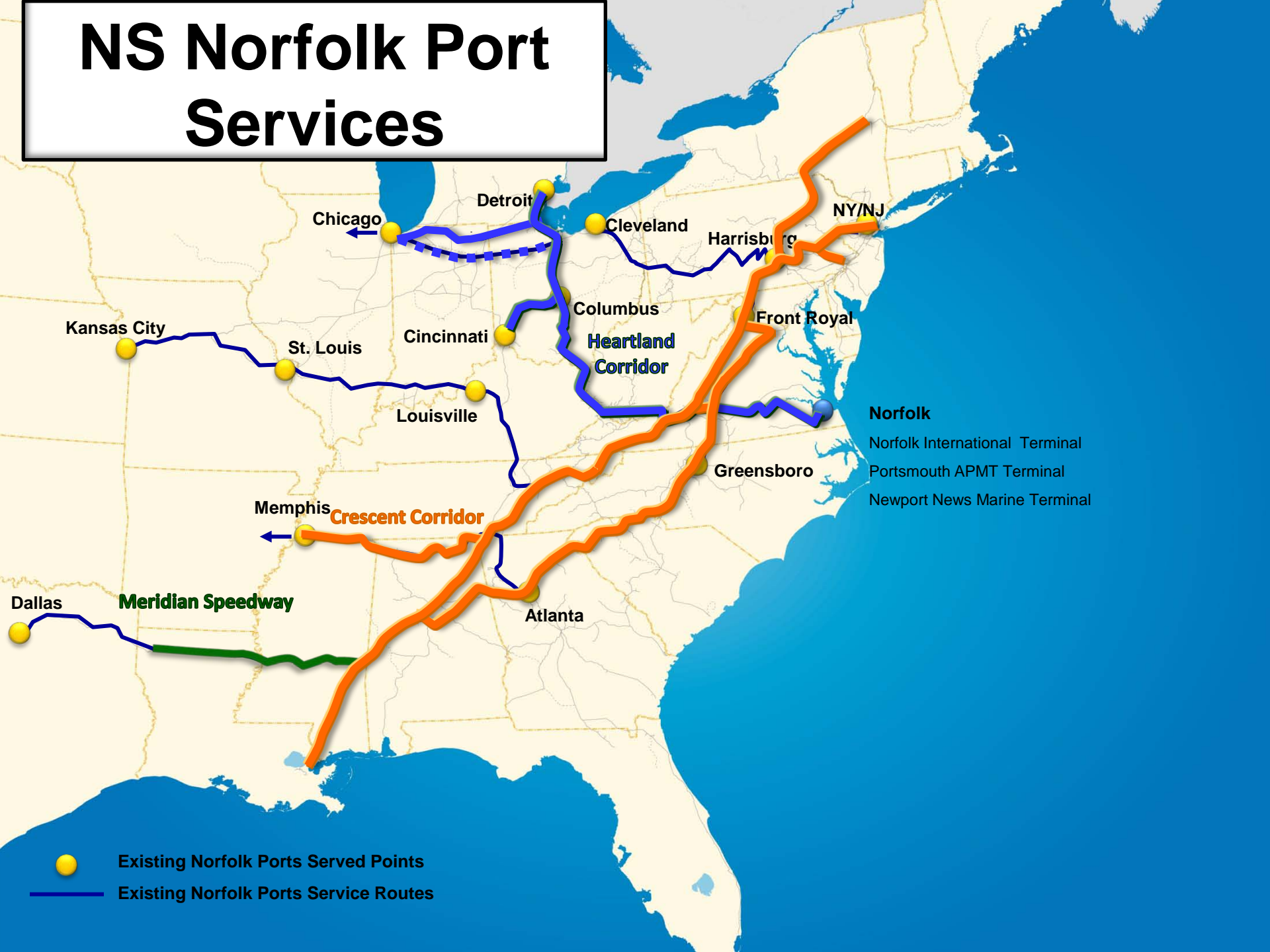
December 8, 2011



# Take-Aways

- Norfolk Southern and the Commonwealth have a long history of strategic partnerships
  - Increased on-dock access, expanded services at the Port of Virginia
  - Service for the Virginia Inland Port since 1989
- Our recent PPPs have brought generated mutual benefits
  - Heartland Corridor: NS - \$98 M / Public - \$93 M to improve the Port's reach into the Midwest
    - Development of service in the Roanoke area
    - Greensboro Intermodal Service
  - Crescent Corridor: \$128 M in track improvements to help take trucks off of I-81
- NS will continue to work with the VPA and the Commonwealth to develop unique and advantageous partnerships

# NS Norfolk Port Services



# The Port of Hampton Roads



- NIT takeover of APMT is complete
- Western Freeway / Median Rail Project is complete
- 2 new cranes arrived at APMT in February 2011
- Phase II of NIT Central Rail Yard completed April 2011
- NIT Road-Rail grade separation – to be completed Nov. 2012



# Panama Canal - 2014

- In preparation for the Panama Canal widening, NS will have completed:
  - New Columbus Terminal
  - The Heartland Corridor
  - The Meridian Speedway
  - The Pan-Am Southern Corridor
  - New Birmingham Terminal
  - New Memphis Terminal
- Our capacity initiatives will continue with a focus on enhancing network efficiency and eliminating cost





AT FIRST GLANCE, YOU SEE A TRAIN GLIDING THROUGH A PRISTINE  
FOREST. BUT LOOK A LITTLE CLOSER AND YOU'LL ALSO SEE  
AMERICA'S GOODS MOVING EFFICIENTLY TO MARKET, CREATING  
LESS POLLUTION WHILE TAKING THOUSANDS OF TRUCKLOADS OFF  
OUR CONGESTED HIGHWAYS. IT'S JUST ANOTHER EXAMPLE OF HOW  
NORFOLK SOUTHERN IS CARRYING AMERICA INTO THE FUTURE.

**CAN YOU FIND THE  
FUTURE IN THIS PICTURE?**

