



Norfolk Southern

Presentation to Virginia Commonwealth Transportation Board
January 18, 2012

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Director, Strategic Planning



Discussion Outline

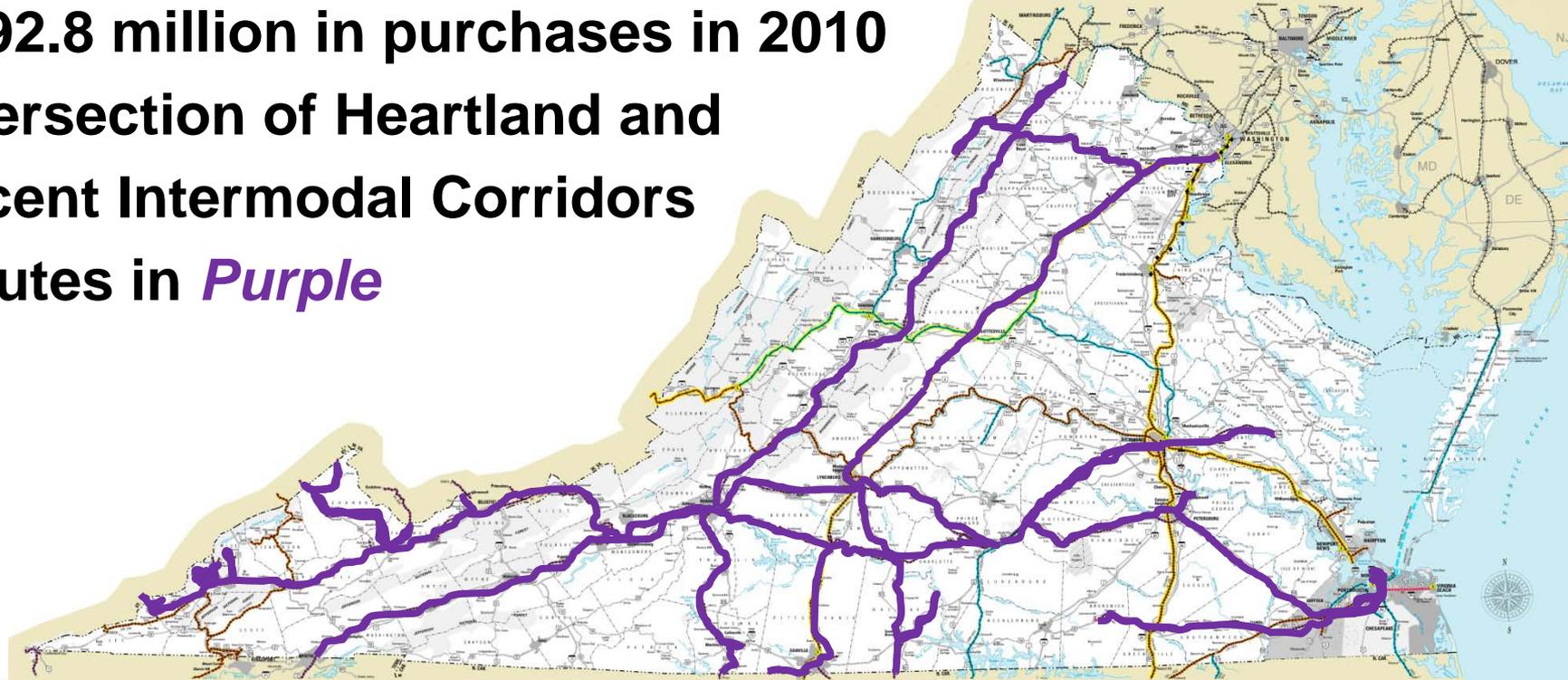
- **Norfolk Southern in Virginia**
- **Heartland Corridor**
 - Update
- **Crescent Corridor**
 - Terminals
 - Mainline Projects
- **Norfolk Passenger Train**

NS System Map



Norfolk Southern in Virginia

- Headquarters in Norfolk, VA
- 4,733 employees in Virginia
- 2,079 miles of track in Virginia
- \$292.8 million in purchases in 2010
- Intersection of Heartland and Crescent Intermodal Corridors
- Routes in *Purple*





**PanAm Southern
Corridor**

**Heartland
Corridor**

Meridian Speedway

Crescent Corridor

NS Intermodal Corridors

Including joint ventures with other carriers

The Heartland Corridor

Productivity on Existing Infrastructure



*Inaugural double-stack train exiting
Cowan Tunnel near Radford, Virginia*

September 9, 2010

- Three-year engineering effort
- Raised vertical clearances in 28 tunnels
- Removed 24 overhead obstructions
- The nation's first multi-state intermodal rail corridor public-private partnership between the FHWA's Eastern Federal Lands Highway Division, USDOT, Virginia, West Virginia, Ohio, and Norfolk Southern
- Completed Sept. 2010
- Saves 200 miles
- Saves 24 hours



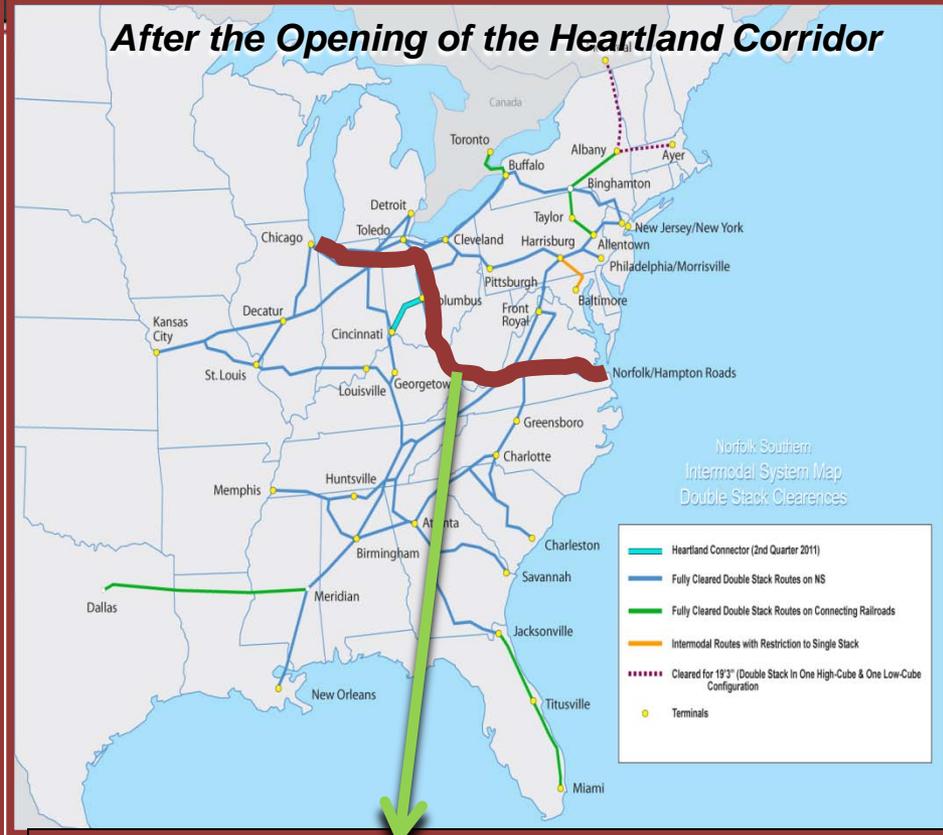
The Heartland Corridor

The nation's first multi-state intermodal rail public-private partnership

Prior to September 2010



After the Opening of the Heartland Corridor



Single Stack Intermodal Trains Only

Double-stack intermodal trains are now routed from the Port of Hampton Roads to Chicago through West Virginia

Is the Heartland Producing Benefits?

- Volume up 139% on Heartland as of EOY 2011
- 13% Organic Growth
- 100% double stack cleared as of January 10, 2012
- Port of Hampton Roads, Heartland Corridor route, Intermodal Facilities ready for Suez and Panama Canal Ships NOW



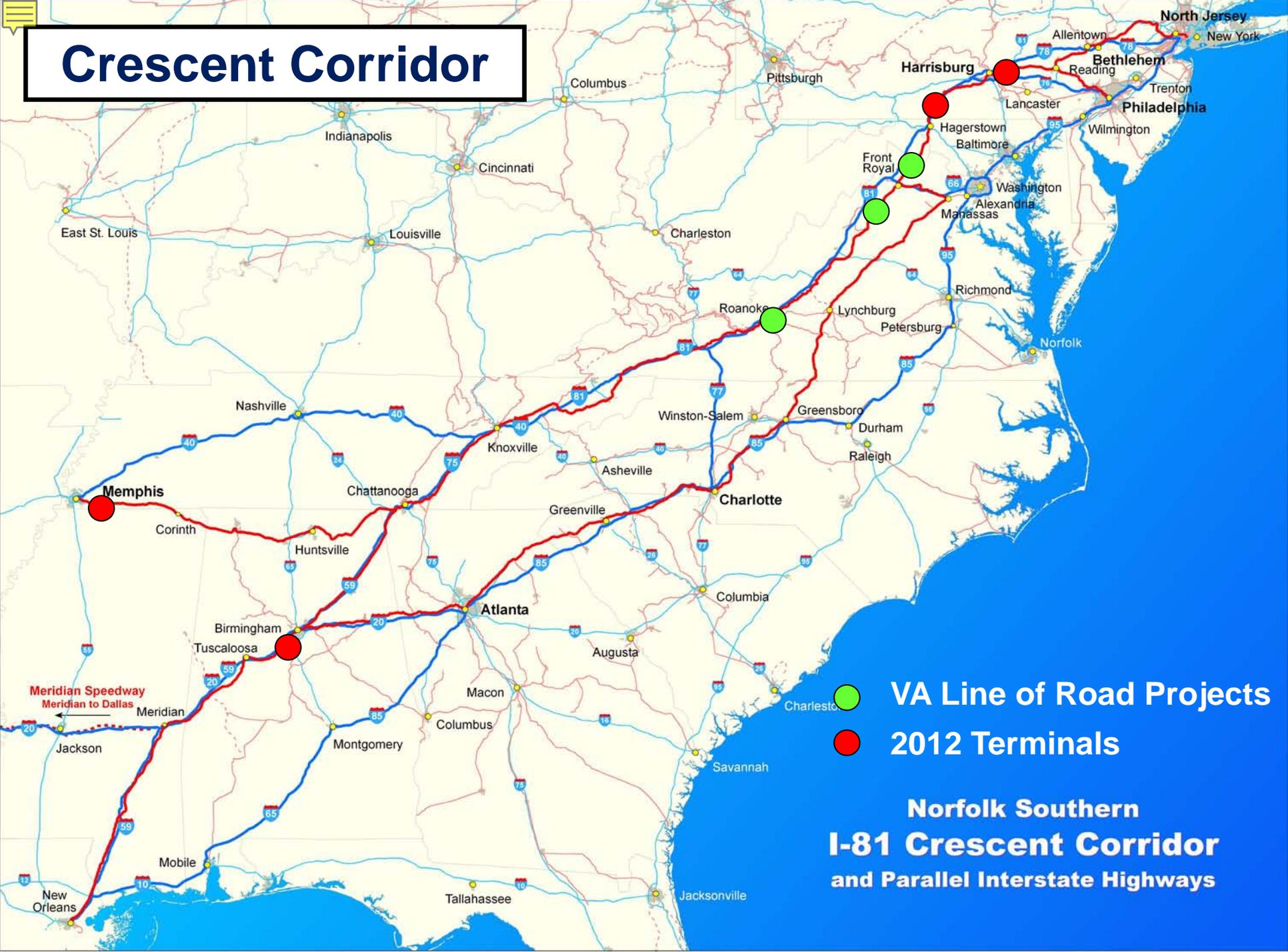
Crescent Corridor

- 2500-mile network of intermodal trains
 - **Domestic** freight
 - > 500 mile hauls
- Schedules geared to truckers' needs
- Ongoing challenges for highway freight
 - Congestion
 - Driver shortages
 - Increased costs

Crescent Corridor Scope

- New terminals
- Enlarged terminals
- Higher speeds
- More passing tracks
- Choke point elimination
- Total cost: \$2.5 billion +

Crescent Corridor

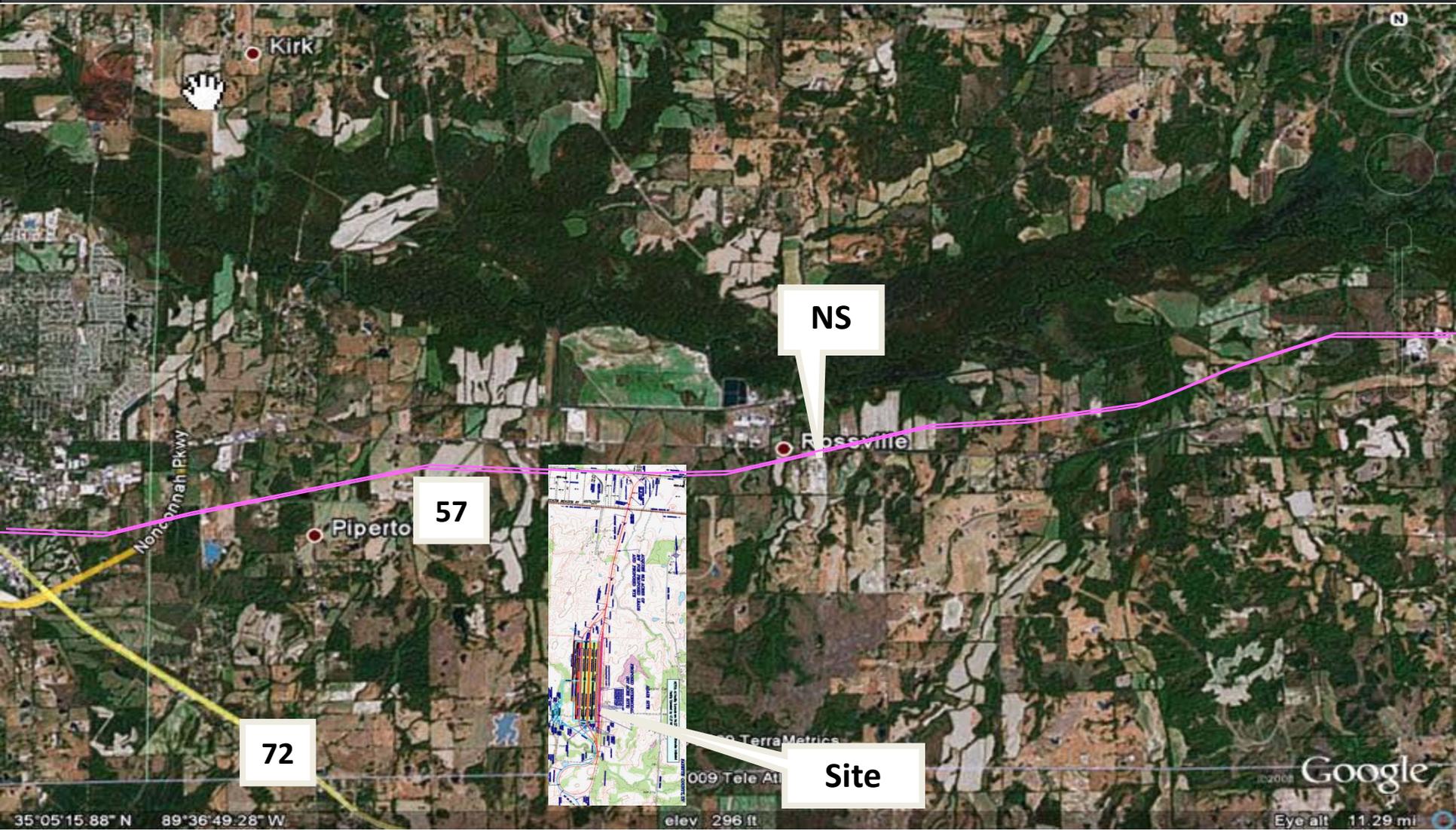


● VA Line of Road Projects

● 2012 Terminals

**Norfolk Southern
I-81 Crescent Corridor
and Parallel Interstate Highways**

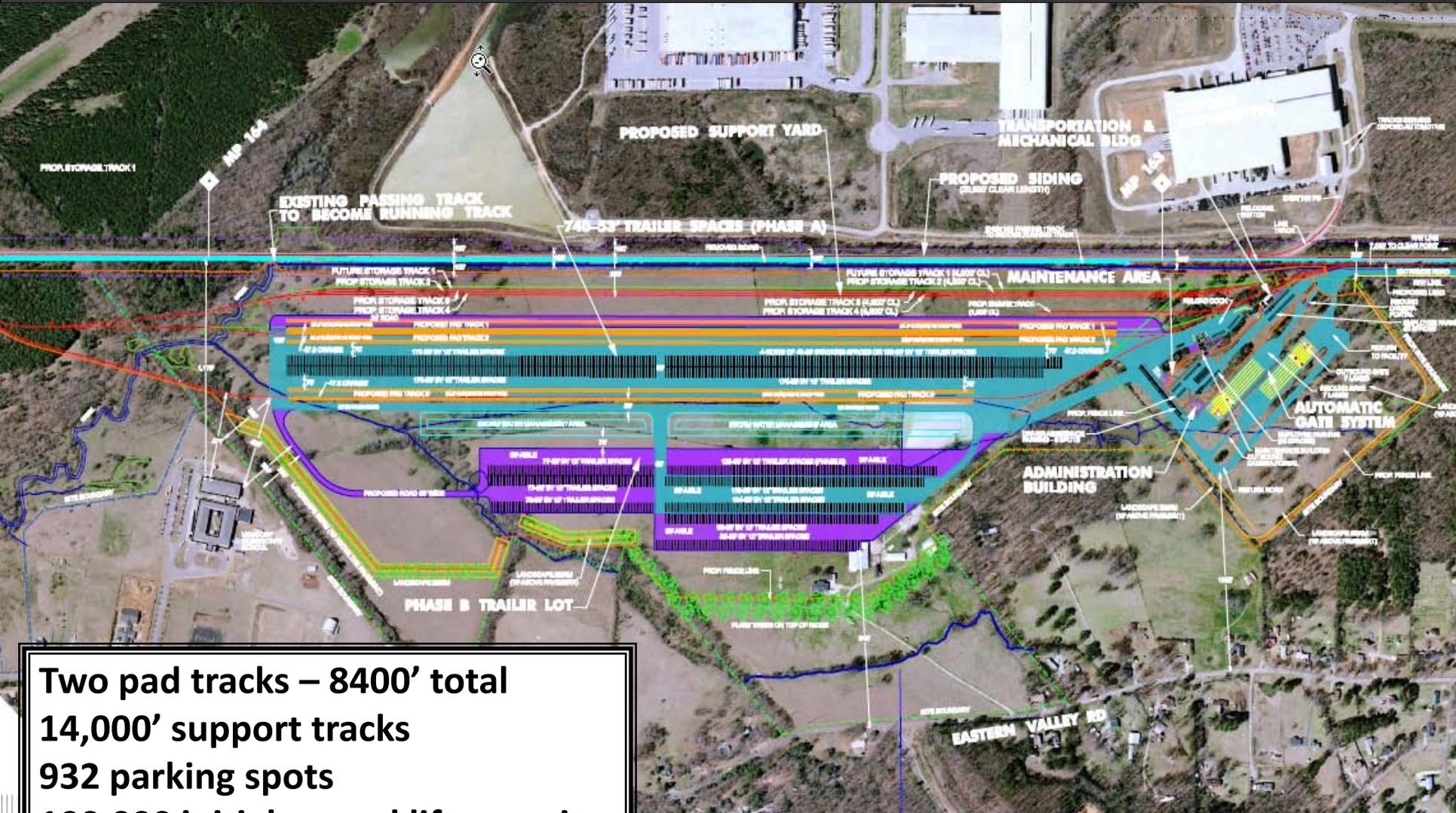
Memphis, TN (Rossville)





Rossville Intermodal Facility

Birmingham, AL (McCalla)



Two pad tracks – 8400' total
14,000' support tracks
932 parking spots
100,000 initial annual lift capacity



McCalla – Intermodal Facility



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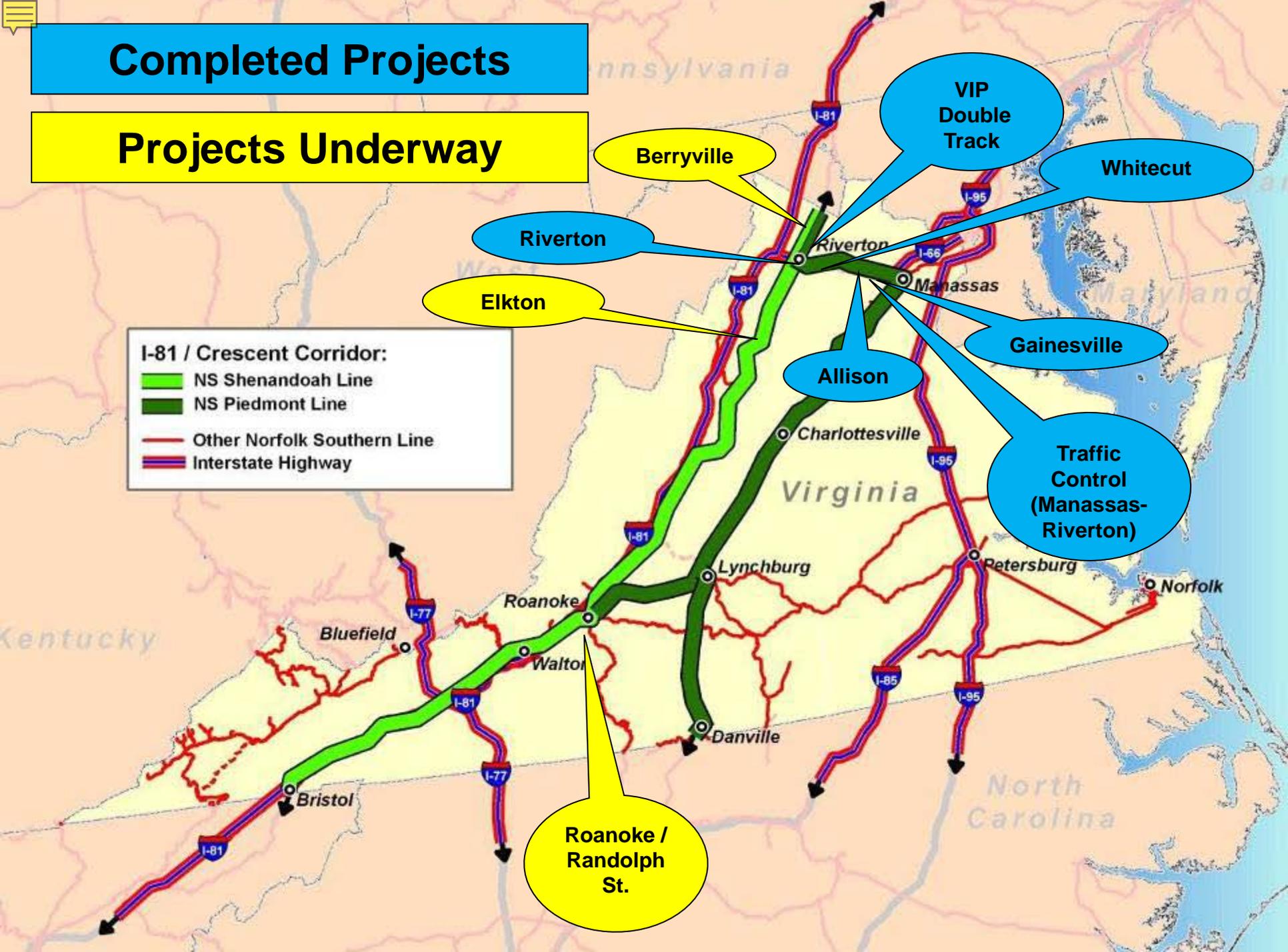
Greencastle, PA

Completed Projects

Projects Underway

I-81 / Crescent Corridor:

-  NS Shenandoah Line
-  NS Piedmont Line
-  Other Norfolk Southern Line
-  Interstate Highway



Berryville, Elkton, Roanoke

- Active Crescent REF Projects
- \$34.5M Budget (70% VA / 30% NS)
 - Berryville (Siding Extension)
 - Elkton (New Siding)
 - Roanoke (Interlocking / Signal Renewal)
 - Includes provisions for Future Roanoke Passenger Station
- Berryville & Elkton expect completion mid 2012
- Roanoke under design review



Elkton, VA Passing Siding



Elkton, VA Passing Siding



Elkton, VA



Elkton, VA



Berryville, VA



Berryville, VA



Berryville, VA

Projected 2020 Interstate Highway Congestion

Clean, Green Relief for Congested Roads

Projected 2020 Interstate Highway Congestion

(Source U.S. Department of Transportation) *

- Not Congested (LOS A, B)
- Approaching Congestion (LOS C)
- Congested (LOS D, E, F)
- - - - Norfolk Southern Crescent Corridor

* The DOT estimates that congestion will increase significantly by 2035.
Not all interstate highways or rail lines shown



Benefits to Virginia:

878,000
34.7 Million
385,000
\$98.8 Million

Annual Trucks Diverted to Rail
Gallons Fuel Saved per Year
Tons CO₂ Reduction per Year
Annual Congestion Savings

Norfolk Passenger Train

- Connects Norfolk / Hampton Roads with NEC
- Partners
 - Commonwealth of Virginia
 - Norfolk Southern
 - CSX
 - Amtrak
 - City of Norfolk
 - City of Petersburg
- Essential Infrastructure Under Construction
- Full project build out expected end of 2013



Collier Connection Track Midpoint



Norfolk – Harbor Park Station



Norfolk – Harbor Park Station



Amtrak – Crew Building (Norfolk)



St. Julian's Ave. Servicing Facility



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