Norfolk Southern’s Rail Network
Seaports served by NS
2010 Revenue Mix

- Coal, 28%
- Intermodal, 19%
- Automotive, 7%
- Paper, 7%
- Chemicals, 14%
- Metals and Construction, 11%
- Agriculture, 14%
NS International Volume Flows

NS International Traffic with a West Coast Focus
2006: 58%
2007: 51%
2008: 45%
2009: 40%
2010: 42%

NS International Traffic with an East Coast Focus
2006: 42%
2007: 49%
2008: 55%
2009: 60%
2010: 58%
Intermodal Corridor Strategy
Includes joint ventures with other carriers
Heartland Corridor Route

- Reduced Transit to Chicago
- Shaved over 200 Route Miles Off Each Container Move to Chicago
- Greater Efficiencies
- High Speed Double Stack

Norfolk Southern Intermodal Network

- NS Intermodal Network Terminals
- Current DS Route
- Secondary DS Route
- Current Single Stack Route
- Port-Heartland High Speed Doublestack Corridor
CAPITAL EXPENDITURE ALLOCATIONS FOR FY07:

- $82.6 Million
- Terminal Overlay (CB-2 and CB-3)
Intermodal Corridor Strategy
Includes joint ventures with other carriers
One possible scenario

• A tighter fit to identified funds
• Re-definition of what constitutes “the federal interest”
  – Programmatic streamlining
• Devolution to the States
• Increased reliance on Public/Private
The Leader in Freight Transportation

(% of Ton-Miles)

Source: U.S. DOT
From Public Policy Perspective:

Two primary benefits of freight rail

• Role in Transportation

• Economic Development
From the Private Sector Perspective:

• We’re a business
• Profit is a motivating factor—and this is a good thing
• We need to do transportation differently than how it’s been done
  – A history of success
  – Every public/private will be different
    • Each will have individual corporate partners—all of whom are motivated by profit