Headlines

The stronger South Asian economies grow and keep exporting to the US, the more the East (Coast) will see continued growth

The Examiner  January 4, 2012

BNSF says Panama Canal Won’t Hurt West Coast

Journal of Commerce October 12, 2011

Canal Toll Prices, Western Rail rates and East Coast Channel Depth will Greatly Determine Outcome of Canal Expansion

John Vickerman Journal of Commerce October 18, 2011

Groundbreaking begins for Norfolk Southern Memphis Intermodal Facility

Memphis Business Journal April 29, 2011

Illinois grain exporters, seeking empty containers, fret about decline in imports from China

Northwest University Study 2010

First Time NS Originates More Intermodal Shipments on the East Coast

Norfolk Southern, 2008
Port of Virginia Portfolio

Virginia Inland Port (VIP)
Front Royal, Virginia

Newport News Marine Terminal (NNMT)
Newport News, Virginia

APM Terminal
Portsmouth, VA

Proposed Craney Island Marine Terminal (CIMT)
Portsmouth, VA

Portsmouth Marine Terminal (PMT)
Portsmouth, VA

Norfolk International Terminals (NIT)
Norfolk, Virginia
International Gateways

Benefactors Still Determined by:

- Service
- Cost
- Transit Time
- Market Access

Intermodal Connections
- Heartland Corridor
- National Gateway
- Crescent Corridor

Europe

Suez Canal

Panama Canal Expansion

South America
Panama Canal Expansion
Will Business Increase at The Port of Virginia?

• Complete in 2014
  ▪ East Coast Demand Should Increase
• If Larger Container Ships Go Through Canal to Virginia
  ▪ Economies of Scale Could Lower Costs
  ▪ Increases Market Reach Measured by Total Cost to Serve

≈Lowest Cost Potential After 2014

Lowest Cost Area Today
Ship Lines
Terminals

- Capacity, Technology, Automation
- Low Cost, Dual Rail, Logistic Services
- Security
- “Flexible”
Rail

- Shorter Hauls are Emerging
- Efficient Routings in High Volume Corridors
- Intermodal Pricing and Service
- Compete with Truck
- On-Dock Rail = “Drayage Cost” Included
NS Norfolk Services

Existing Service Points:
- Norfolk
- Prichard
- Cincinnati
- Chicago
- Huntsville
- Birmingham
- Kansas City
- St. Louis
- Detroit
- Columbus
- Front Royal
- Greensboro
- Roanoke
- Greensboro
- Charlotte
- Columbus
- Harrisburg
- New York
- Columbus
- Detroit
- Front Royal
- Roanoke
- Greensboro
- Charlotte
- Columbus
- Harrisburg
- New York

Proposed Service Points:
- Los Angeles
- Houston
- Memphis
- Dallas
- New Orleans
- Miami

Legend:
- Existing Service Routes
- Existing Service Points
- Proposed Terminals
- Proposed Service Points
NIT Central Rail Yard Phase 2
Our Challenge is to Avoid This
Biggest, Deepest, Newest, Best

- Suez-Class Cranes That Can Work Any Size Ship
- Deepest Channels on the East Coast with No Sir-Draft restrictions
- NIT Renovation: New Cranes, New Straddle Carriers, New Wharf Almost a Mile Long, On-Dock Rail
- APMT, Most Technologically Advanced U.S. terminal
- Craney Island Construction has Started
Thank You