Eastern Pennsylvania Freight Summit
June 21, 2018

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Resident Vice President
How Freight Moves in the U.S.

- **Rail**: 39.50%
- **Water**: 12.00%
- **Pipeline**: 19.60%
- **Truck**: 28.60%
- **Air**: 0.30%
About NORFOLK SOUTHERN

19,500 ROUTE MILES across 22 STATES & D.C.

Making Connections
Norfolk Southern (NYSE: NSC) has served the freight transportation needs of America for nearly two centuries, connecting businesses and communities to the marketplaces of the world — creating jobs, supporting economies, and transporting goods on safe, environmentally friendly rail.

- 43 Ports Served
- 55 Intermodal Terminals
- 62,700 Freight Cars
- Connects with Western rail carriers
- 9,706 Bridges
- 154 Tunnels
- 250 Short Line Connections
- 4,155 Locomotives
- 41 Rail-Track Transfer Facilities

Gateway Cities to Western Carriers
## Market Outlook

### MERCHANDISE
- Industrial production growth
- Automotive declines
- Increased construction activity
- Pricing improvement

### INTERMODAL
- Tight truck capacity
- Rising truck prices
- Ongoing growth in e-commerce
- Pricing improvement

### COAL
- Strength in exports
- Low natural gas prices
- Pricing improvement subject to seaborne pricing
Thank You

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