



# Eastern Pennsylvania Freight Summit

June 21, 2018

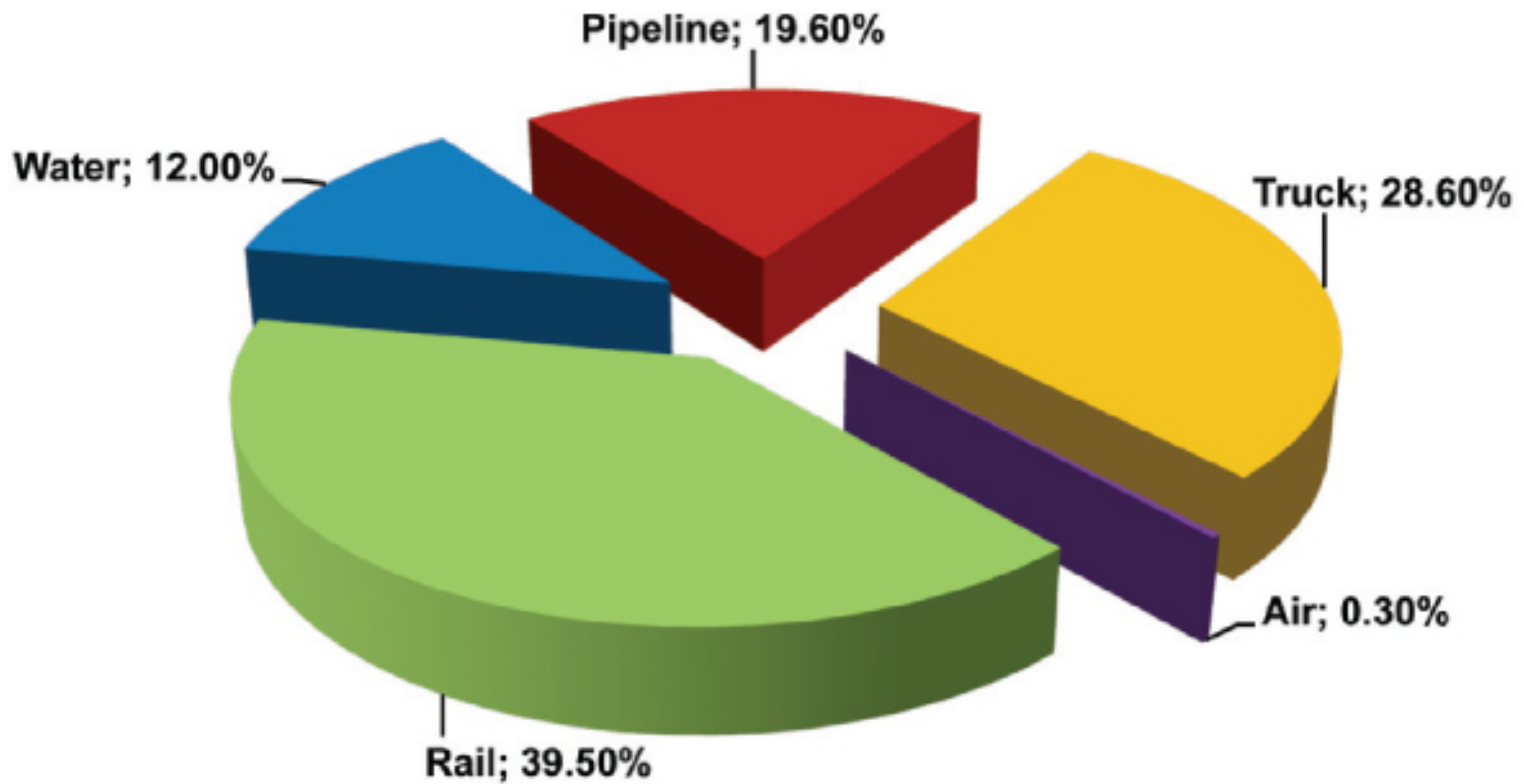
**RUDY HUSBAND**

Resident Vice President



# How Freight Moves in the U.S.

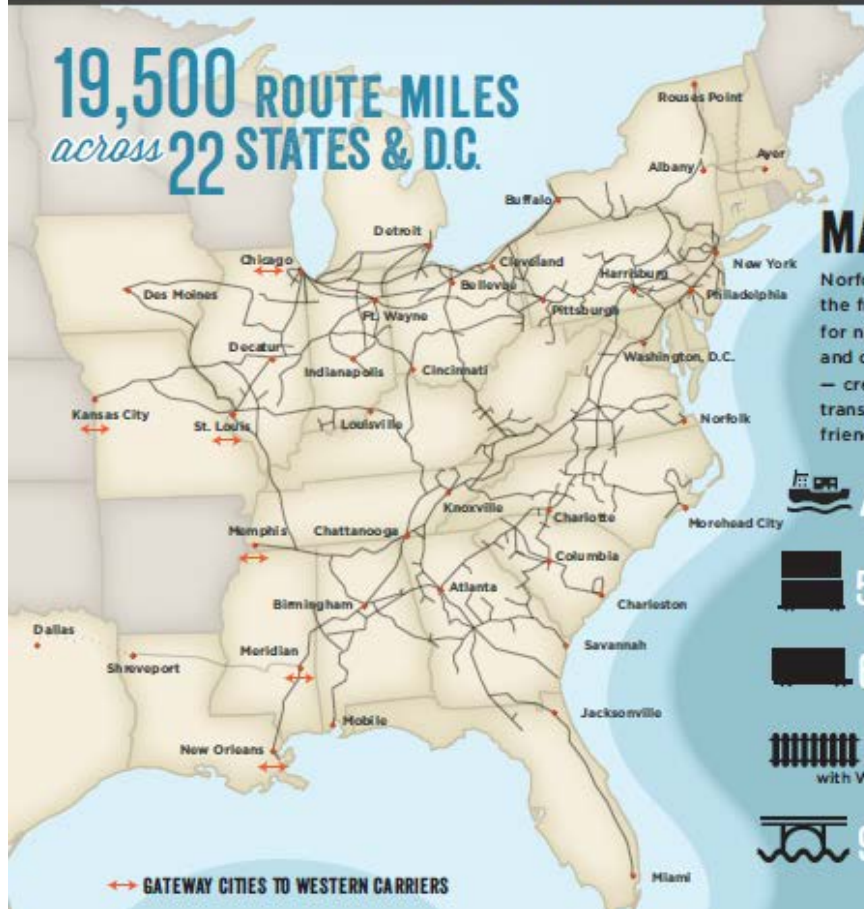
## Percent ton-miles



# 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



**61** AUTOMOTIVE FACILITIES SERVED



**55** INTERMODAL TERMINALS



**154** TUNNELS



**62,700** FREIGHT CARS



**250** SHORT LINE CONNECTIONS  
Adds 20,000+ miles to NS network



**CONNECTS**  
with Western rail carriers



**4,155** LOCOMOTIVES



**9,706** BRIDGES



**41** RAIL-TRUCK TRANSFER FACILITIES

↔ GATEWAY CITIES TO WESTERN CARRIERS

# Market Outlook



## MERCHANDISE

Industrial production growth

Automotive declines

Increased construction activity

Pricing improvement



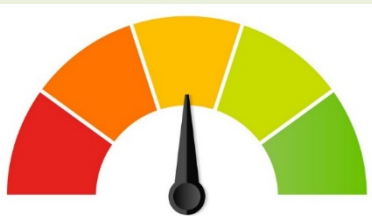
## INTERMODAL

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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