

Tracks, Trucks & Transfers

THE NORFOLK SOUTHERN TRANSLOAD NETWORK OF STRATEGICALLY LOCATED FACILITIES SUPPORTS CUSTOMERS' SHIPPING NEEDS. NS DESIGNS AND DELIVERS EFFICIENT, COST-EFFECTIVE SUPPLY CHAIN SOLUTIONS AND DOOR-TO-DOOR SOLUTIONS FOR CUSTOMERS.



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New & Improved TBT Terminals

Doraville, Georgia TBT Expansion & Improvements

Work has been completed on the 80-car expansion of the Doraville TBT northeast of Atlanta. Doraville now has 164 car spots, over 40 of which are in state-of-the-art spill containment. Other improvements include lay down room as well as a track suitable for project cargo. Another added feature: the ability to heat rail cars.

For more information on Doraville's terminal services and charges, contact Norfolk Southern's Senior Manager Mike Moen, 757.823.5442, mike.moen@nscorp.com.



East Point, Georgia TBT – NEW!

Even with the greatly expanded and improved offering at Doraville, we still believe the Atlanta market has room for more growth. NS has established a contractor TBT operation at East Point on the site of the former Triple Crown Services maintenance facility. Located on the south side of town, this facility will complement Doraville by offering an outlet closer to certain markets and leveraging significantly more laydown room, perfect for lumber and project cargo business. We also have access to sheds for product that needs to be protected from the elements such as OSB and plywood. We're starting with 25 car spots and room to expand as market conditions warrant.

For more information on East Point's terminal services and charges, contact Norfolk Southern's Senior Manager Mike Moen, 757.823.5442, mike.moen@nscorp.com.



New & Improved TBT Terminals (Cont.)

Saint Louis/Mitchell, Illinois TBT – NEW!



Like East Point, this licensee location 13 miles northeast of Saint Louis is situated on a portion of the former Triple Crown Services facility. NS has carved out 35 car spots and there is plenty of room for laydown and additional activity. The facility has great highway access off of I-270.

For more information on Saint Louis' terminal services and charges, contact Global Rail Transfer's Vice President Sales Justin Broyles, 904.626.7873, Justin.Broyles@patriotrail.com.

Sandusky, Ohio TBT – NEW!

Situated between Toledo and Cleveland along Lake Erie, Sandusky is yet another location where NS is leveraging a portion of a former Triple Crown Services facility. Thirty fully-paved car spots have been allocated to this licensee operation and like Mitchell, there is ample room for laydown and additional transfer services.

For more information on Sandusky's terminal services and charges, contact WATCO Transloading's Vice President Marketing and Sales Marc Massoglia, 904.962.8509, mmassoglia@watcocompanies.com.

Elkhart, Indiana TBT – NEW!

This finished automotive vehicle transfer facility on the south side of NS' major hump yard has sufficient room to accommodate up to 45 car spots for transload activity. Elkhart is in north central Indiana, about 20 miles east of South Bend. Elkhart is being operated as a contractor location.

For more information on Elkhart's terminal services and charges, contact Norfolk Southern's Senior Manager Mike Moen, 757.823.5442, mike.moen@nscorp.com.

Taylor, Pennsylvania TBT – NEW!

NS is leveraging available track capacity in this intermodal terminal, whose contract operator has experience handling dry bulk transfers. Located near Wilkes Barre/Scranton in eastern Pennsylvania, this facility recently served as a private transload operation for frack sand.

For more information on Taylor's terminal services and charges, contact Norfolk Southern's Senior Manager Mike Moen, 757.823.5442, mike.moen@nscorp.com.

Elizabeth, New Jersey TBT Warehouse Cross-dock – NEW!

NS has incorporated a 20,000 ft warehouse into the Elizabeth, NJ TBT off the NJ Turnpike's Exit 13A and just south of Port Newark. While the warehouse is already at capacity, there is ample capacity to do additional cross-dock transfers as well as container stuffing. The warehouse has four rail doors with plate F and 286k lbs. gwr capabilities.

For more information on Elizabeth's terminal services and charges, contact Norfolk Southern's Senior Manager Mike Moen, 757.823.5442, mike.moen@nscorp.com.

Binghamton, New York TBT – NEW!

NS picked up a terminal operation in Binghamton as a result of the D&H transaction. The site was formerly a third-party transfer facility, but was converted into a licensee TBT location to give the facility better visibility in the market. Binghamton has 20 car spots with room to grow and a lot of potential laydown area.

For more information on Binghamton's terminal services and charges, contact Arrow Material Services' Vice President Tim Yetsick, 412.346.4901, tyetsick@arrowmaterialserices.com.



What is a TBT?

Thoroughbred Bulk Transfer Terminals are specialized facilities that allow customers to transfer a large array of commodities between rail cars and trucks. TBT Terminals are owned by Norfolk Southern and operated by licensees or by NS through contractors.

For more information on TBT locations and services, please visit:

www.nscorp.com/distributionservices

NEW OFFERING

Private Empty Railcar Storage at TBTs

From time-to-time, NS has track capacity at TBTs beyond what the market may demand for transfers. In our recently updated Bulk Transfer Tariff, NS 9328-M, we have added a provision that provides for special track occupancy charges for empty, private railcars when made empty at a given TBT from a prior load.

To view the tariff, go to:

www.nscorp.com/distributionservices

For more information on private empty railcar storage availability and terms, contact Norfolk Southern's Senior Manager:

Mike Moen

mike.moen@nscorp.com
757.823.5442

Meet Our NEWEST TEAM MEMBERS

Doug McNeil

Director Distribution and Network Services



He's back! Doug McNeil is once again leading the Distribution Services team as well as having oversight of all Industrial Products service development

initiatives. Doug assumed these responsibilities in June, 2015 after serving a number of years as director marketing for the paper, clay & forest products team. Doug started with Conrail in 1979 after earning a BS in Engineering from Princeton University with a Wharton MBA being conferred in 1984. Doug's prior DS experience and intimate knowledge of the NS rail network make this a great fit.

dpmcneil@nscorp.com
757.823.5421

Denise Brooks

Manager Distribution Services



Denise joined the team in January after serving nearly 5 years as an Account Manager covering Virginia and the

Delmarva Peninsula. Denise previously was Manager Market Research & Economics and spent time in Finance as Senior Cost Development Analyst. Denise now manages Track Occupancy Charges, TBT reporting, assists in the commercial development of TBT business, as well as network services and equipment-relate projects and analysis.

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New & Improved TBT Terminals (Cont.)

Brooklyn/65th Street Yard, New York – NEW (and kind of like a TBT)!

In collaboration with NYNJ and our colleagues in Short Line Marketing, a transload operation has been established at Brooklyn's 65th Street Yard. While not a TBT, NS has set this up to have certain TBT-like attributes. NS has contracted with its Elizabeth, NJ TBT operator, Arrow Material Services, to perform certain services there. For example, on lumber shipments, NS can offer a through rate that includes the switch rate for the barge movement from Greenville, NJ to Brooklyn, NY as well as rail-to-truck transfer using customer-provided fork lifts, but using the NS-contracted operator for both labor and inventory management. NS is aligned with NYNJ to provide a streamlined offering just as if 65th Street were a TBT location.

NYNJ has made a number of track improvements to 65th Street Yard, but it does not have paved surfaces or a truck scale at this time. It does have significant laydown acreage and we expect a portion will be used to support new NS lumber business. The laydown area is also suited for project cargo like pipe, structural products, etc. This is a unique offering that further extends NS' market reach beyond Elizabeth, especially in our effort to penetrate further east into New York City.

For general information on the 65th Street yard, contact Norfolk Southern's Short Line Development Manager Jennifer Cox, 347.580.0287, jennifer.cox@nscorp.com.

For bundled rate offerings using NS' Elizabeth contractor, contact Norfolk Southern's Senior Manager Mike Moen, 757.823.5442, mike.moen@nscorp.com.

Mobile Transload Equipment



NS and our licensee operators have a strong portfolio of transload equipment, from air compressors to acid racks, from liquid pump carts to conveyors. We continually evaluate our inventory, where it is in its life cycle and how long it takes to replace it. While we have a rigorous maintenance program in place, we endeavor to have redundant assets to ensure service continuity should a long lead-time delivery unit fail. We secure assets that can handle multiple

commodities depending upon the customer's needs. That also gives us an opportunity to respond more quickly to new market opportunities. A back-up pump cart can be deployed in a new market and we will in turn backfill that piece of equipment. Our latest acquisitions include two fly-ash transfer conveyors that are equipped with state-of-the-art dust control and weigh cells to fully optimize the load in outbound trucks...and get them on their way quickly. While use of the conveyors have been secured by a book of business, should that demand fall off, we can use them to participate in other markets.

For more information on our portable equipment, contact Norfolk Southern's Manager Operations Ron Lee, 757.823.5423, ronald.lee@nscorp.com.

Distribution Solution Locator Tool

Need a transload or warehouse solution in a specific market? The easy-to-use [Distribution Solution Locator tool](#) on the Distribution Services section of the NS website is used extensively for that purpose. The DS team has embarked on an extensive effort to ensure that the information on NS served transload facilities, as well as those on short line and regional connections, is both accurate and up to date. DS is contacting all companies currently listed to update the entries and the terminal profile sheet on the DS website. That information should be forwarded to Denise Brooks, Manager Distribution Services, at denise.brooks@nscorp.com.