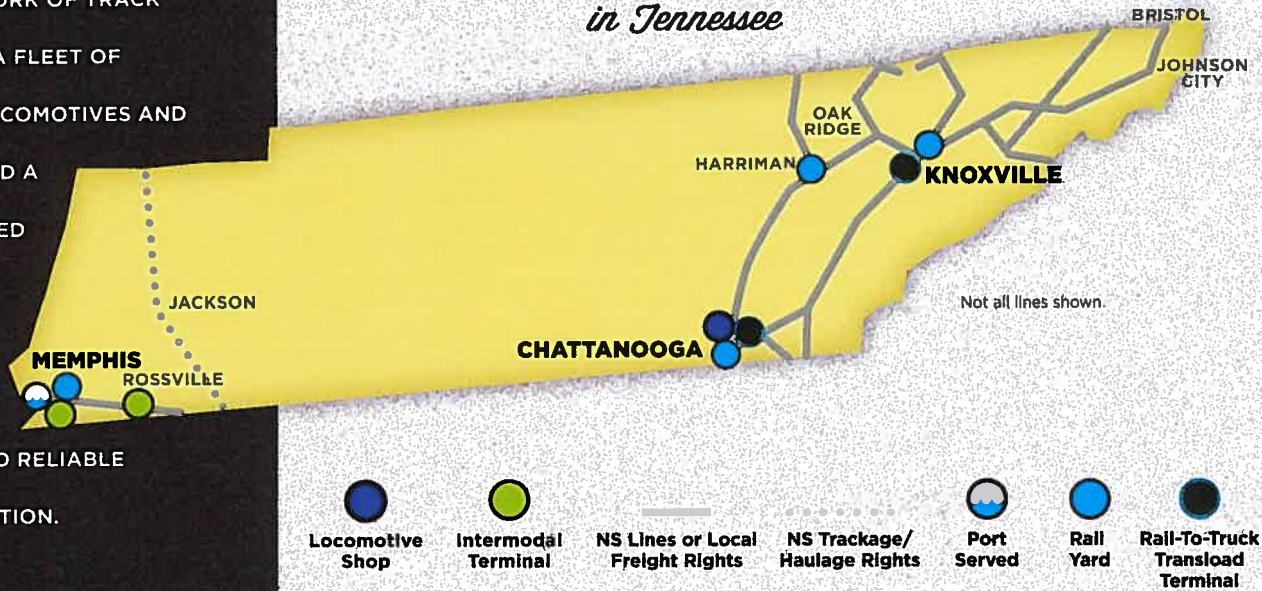


NORFOLK SOUTHERN IN TENNESSEE

BEHIND EVERY NS TRAIN IS AN EXTENSIVE NETWORK OF TRACK AND TERMINALS, A FLEET OF SOPHISTICATED LOCOMOTIVES AND FREIGHT CARS, AND A TEAM OF DEDICATED EMPLOYEES WHO WORK AROUND THE CLOCK TO PROVIDE SAFE AND RELIABLE RAIL TRANSPORTATION.

NS OPERATIONS

in Tennessee



INFRASTRUCTURE

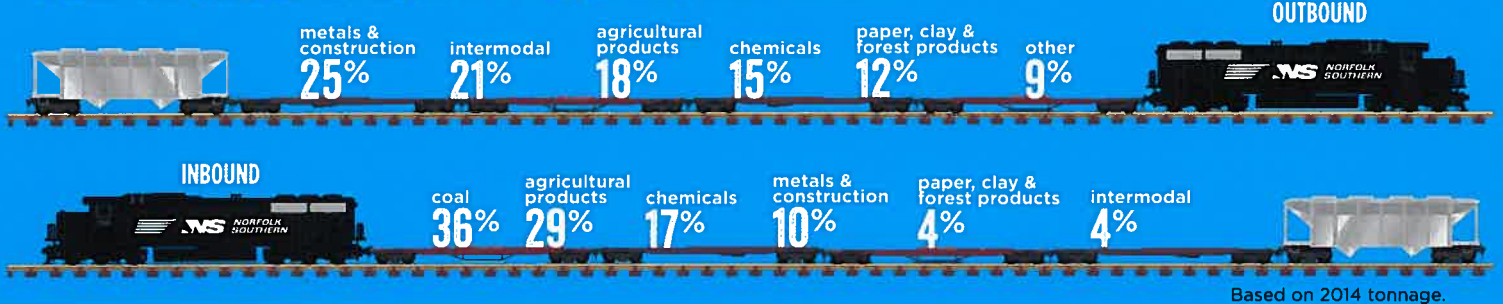
in Tennessee

844
Miles of Track

546
Bridges

1,459
Grade Crossings
(public and private)

WHAT NS MOVES BY RAIL IN THE VOLUNTEER STATE



PEOPLE

1,775 NS Employees

1,075 Railroad Retirement Recipients

ECONOMIC IMPACT

pays **\$121 MILLION**

PAYROLL

invests **\$64 MILLION**

TRACK & FACILITIES

spends **\$108 MILLION**

PURCHASES & PAYMENTS

Norfolk Southern and the Tennessee Community

PARTNERSHIPS



BUSINESS MAGNET

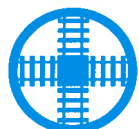
NS helped 3 industries locate or expand in 2014, resulting in:

\$20 MILLION CUSTOMER INVESTMENT
211 NEW JOBS



A HELPING HAND

\$95,000
Tennessee communities grow stronger through Norfolk Southern Foundation charitable giving.

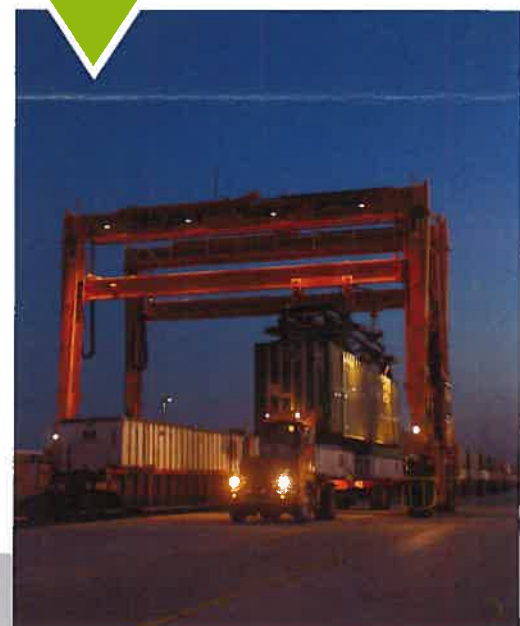


CONNECTIONS

NS tracks connect with 4 short line railroads.

MEMPHIS REGIONAL INTERMODAL FACILITY

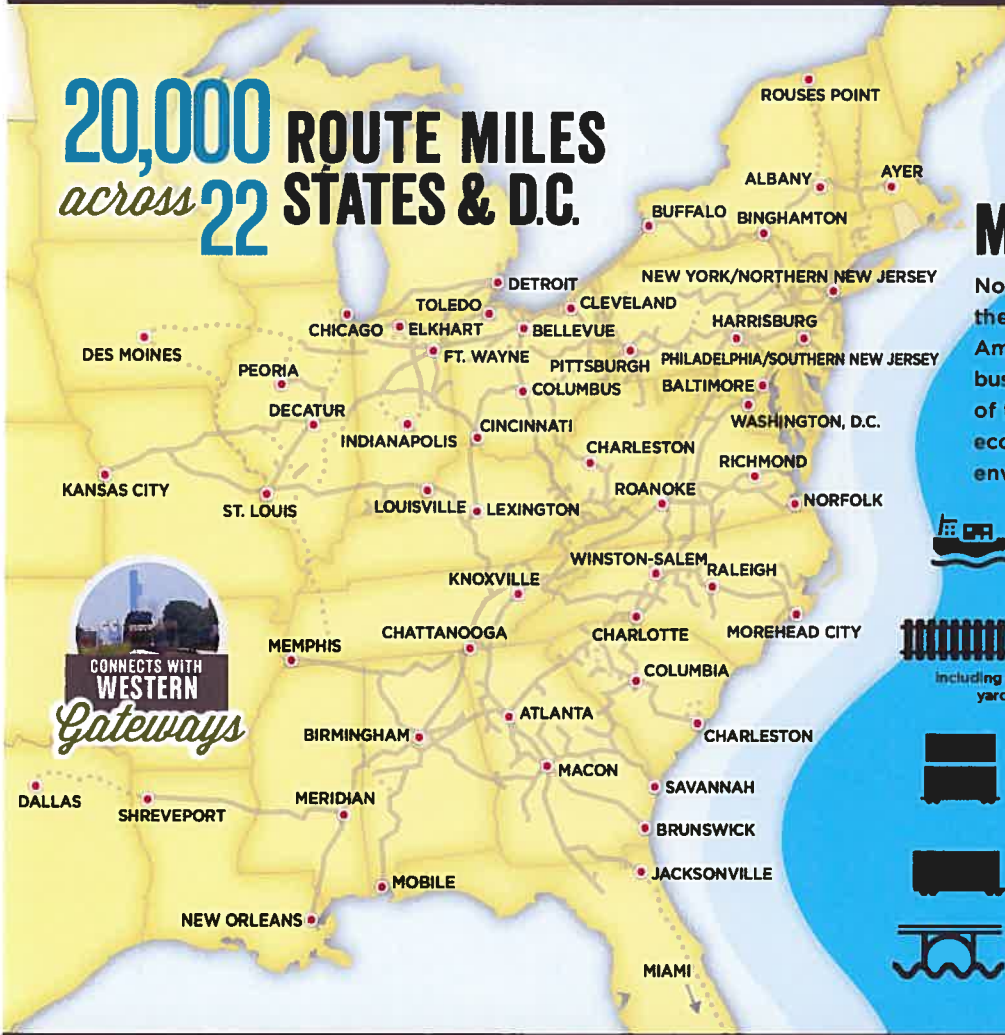
Located on 380 acres in Rossville, Tenn., this \$112 million facility has the capacity to remove 200,000 long-haul trucks from crowded U.S. highways each year.



About NORFOLK SOUTHERN



20,000 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.



45 PORTS SERVED



62 AUTOMOTIVE FACILITIES



25,719 GRADE CROSSINGS



158 TUNNELS



35,907 MILES OF ROAD

including main, secondary, passing, yard tracks and turnouts



55 INTERMODAL TERMINALS



243 SHORTLINE CONNECTIONS

adds 20,232 miles to NS network



77,654 FREIGHT CARS



4,268 LOCOMOTIVES



9,780 BRIDGES



32 THOROUGHbred BULK TERMINALS

CONNECTS WITH WESTERN Gateways

DELIVERING FOR AMERICAN INDUSTRY AND CONSUMERS

NS trains transport auto parts and finished vehicles; lumber to build homes; coal to generate electricity and manufacture steel; food on grocery store shelves; grain for poultry and livestock farmers; and a host of other products essential to households, businesses, and industries.

METALS & CONSTRUCTION
9%

AGRICULTURE
8%

CHEMICALS
7%

PAPER, CLAY & FOREST
4%

COAL
17%

INTERMODAL
50%

AUTOMOTIVE
5%

7.6 MILLION
TOTAL CARLOADS

SUPPORTING BUSINESSES & COMMUNITIES

Economic Impact

IN OPERATING STATES



29,500 EMPLOYEES

\$2.3 BILLION
PAYROLL



\$6 BILLION
PURCHASES & PAYMENTS

\$319 MILLION
LOCAL & STATE TAXES



\$2.1 BILLION
CAPITAL INVESTMENT
(locomotives, freight cars, tracks and bridges)

2014 data

Business Magnet

ATTRACTING ECONOMIC GROWTH

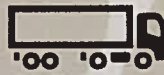
94 INDUSTRIES NS HELPED LOCATE & EXPAND
\$5.7 BILLION IN CUSTOMER INVESTMENTS
4,420 JOBS CREATED

Track Record

185+ YEARS SERVING AMERICA

Greener for the Globe

RAIL'S ENVIRONMENTAL ADVANTAGES



1 TRAIN = **280** TRUCKS

NS TRAINS GET **415** MPG PER TON

Charitable Giving

NS FOUNDATION



Safety is our No. 1 Priority

TRAINING & OUTREACH



5,400 FIRST RESPONDERS TRAINED

TRAIN YOUR BRAIN

BE SMART & SAFE AT RAILROAD CROSSINGS

BrainsWorld.com

NS NORFOLK SOUTHERN
One line, infinite possibilities.

CONNECT WITH US

Norfolk Southern Corp. | www.nscorp.com
3 Commercial Place, Norfolk, Va. 23510
Report emergencies | 800-453-2530

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