



**Norfolk Southern Industrial Development**  
*A Part of Your Economic Development Team*

North Carolina Association of County Commissioners  
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Director Strategic Planning

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### Overview

**Part 1:**

**Railroad Basics – An Overview**

**Part 2:**

**Working with NS Industrial Development Team to Successfully Locate a Prospect**



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### What is a Train?

At Norfolk Southern, we focus on moving freight. Our trains mainly consist of a locomotive(s)...



and Rail Cars.



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### Different Types of Rail Cars

 <p>Intermodal</p>	 <p>Steel Coils</p>	 <p>Center Beam - Forest Products</p>
 <p>Covered Hopper - Ag Products</p>	 <p>Tank Cars</p>	 <p>Gondola - Coal</p>
 <p>Box Car - General Merchandise</p>	 <p>High Wide Loads</p>	 <p>Auto - Finished Vehicles</p>

**Norfolk Southern**  
One line. Infinite possibilities.

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### Multiple Rail Networks

We have a main line or in some cases multiple main lines, yet we really have multiple rail networks sharing common Norfolk Southern rail corridors.



**Norfolk Southern**  
One line. Infinite possibilities.

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### Multiple Rail Networks: Unit Train



- Runs Point to Point
- Mainly Private Facilities
- Minimum Number of Cars
- You Build It...We'll Serve It

**Norfolk Southern**  
One line. Infinite possibilities.

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### Multiple Rail Networks: Intermodal



- Facility to Facility Service
- No "Local Service"
- Railroad or Port Owned Facilities
- Works best with a balance of inbound and outbound loads



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### Multiple Rail Networks: Carload



- Also called Carload Service, Merchandise Service, Single Car Service
- Hub and Spoke Network
- Service is unique to a specific location (2, 3, 5, 7 Day a week Service)
- Door to Door Service



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### The Industrial Development Process

Now that you know the different networks on NS, how do work with us to land a project?



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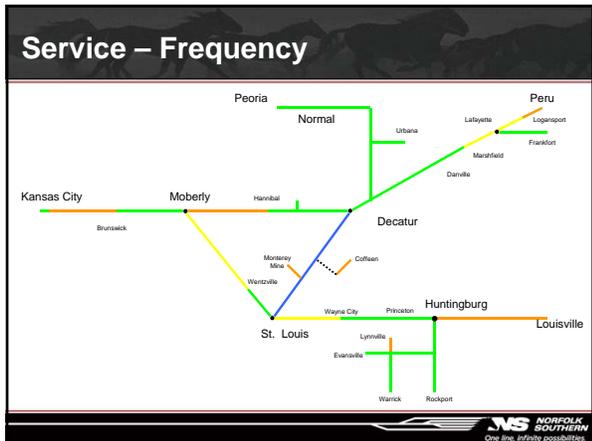
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### Initial Site Analysis

Use the specific prospect information to narrow down the qualifying sites and then submit site brochures.

Norfolk Southern logo and slogan "One line, infinite possibilities." are located at the bottom of the slide.

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### Site Brochure Selection

#### Norfolk Southern Site

The slide contains a data table with columns for 'PROSPECT ID', 'PROSPECT NAME', 'PROSPECT TYPE', 'PROSPECT SIZE', 'PROSPECT STATUS', and 'PROSPECT COMMENTS'. It also features a 'LOCATION MAP' showing the site's position within a regional rail network and an 'AERIAL PHOTOGRAPH' of the site with numbered markers (1-5) indicating specific areas of interest. The Norfolk Southern logo and slogan are at the bottom.

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## Prepare Site Plans

We use Site Plans to do the following:

1. Provide a conceptual representation of the horizontal and vertical track alignments.
2. Prepare a Ballpark Estimate of Cost for the rail infrastructure
3. Ensure a sufficient amount of track is designed to meet the local service levels.



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## Site Plans – Horizontal Alignment

Restrictive Horizontal Alignments



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## Site Plans – Horizontal Alignment

Restrictive Horizontal Alignments



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## Analysis of the Project

Railroad Analysis of the Project will require detailed information on the following:

- Types of commodities being shipped
- Total Number of Carloads of each commodity
- Origin Destination Pairs on the Proposed Traffic
- Estimated Annual volume in each lane
- How cars are shipped (Single or Unit Train)
- Connecting Carriers
- Mileage
- Type of Railcar



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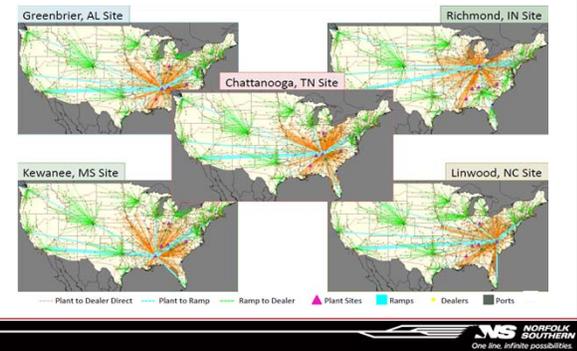
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## Modalistics: Site Comparison



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## Incentives

Will Norfolk Southern pay for the cost of an industry's track?

What about other incentives like land cost, site preparation, etc.?



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## Incentives

It depends upon the project...

- We must have detailed traffic information
- The industry must provide an assurance of business
- Our decision will be based upon risk and return



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## Final Steps

Once the site has been selected, we continue to work with the industry on...

- Detailed Engineering Plan Submittal
- Siding Agreement Execution
- Switch Installation

**So... How Long does it take?**

**Well...It depends on the Industry's Engineering Consultant and Lawyer.**



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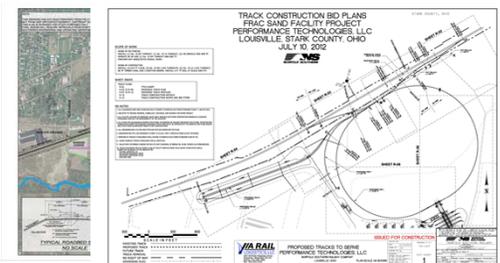
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## Engineering Review

Convert this..... Into this.....



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### Switch Panels Shipped



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### Switch Delivered



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### Switch Installed



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## Start Shipping Cars



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## Summary Slide

- When working a rail project remember to provide us with the necessary information.
- If you call us early...
  - We can help with Preliminary Plans
  - And....Possible Incentives



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## The End

Questions?



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### Unit Train Service – Coal

**Train 524**  
• Depart Shire Oaks on Monday at 12:00PM  
• Arrive in Strawberry Ridge on Tuesday at 7:00PM

BAILEY MINE  
SHIRE OAKS  
ALTOONA  
STRAWBERRY RIDGE

COAL

**NORFOLK SOUTHERN**  
One line. Infinite possibilities.

The diagram illustrates a unit train service for coal. It shows a route starting at Bailey Mine, passing through Shire Oaks and Altoona, and ending at Strawberry Ridge. A power plant is depicted at Strawberry Ridge. The train is labeled 'Train 524' and has a scheduled departure from Shire Oaks on Monday at 12:00 PM and arrival at Strawberry Ridge on Tuesday at 7:00 PM. The word 'COAL' is written in a box at the bottom left of the diagram. The Norfolk Southern logo and slogan are at the bottom right.

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### Intermodal – Rutherford to Atlanta

**Train 203**  
• Depart Rutherford on Saturday at 12:30 PM  
• Arrive in Atlanta on Sunday at 12:05 PM

RUTHERFORD  
LYNCHBURG  
ATLANTA

INTERMODAL

**NORFOLK SOUTHERN**  
One line. Infinite possibilities.

The diagram illustrates an intermodal service route from Rutherford to Atlanta. The route passes through Lynchburg and Atlanta. The train is labeled 'Train 203' and has a scheduled departure from Rutherford on Saturday at 12:30 PM and arrival in Atlanta on Sunday at 12:05 PM. The word 'INTERMODAL' is written in a box at the bottom left of the diagram. The Norfolk Southern logo and slogan are at the bottom right.

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### Carload Service – IL to PA

**Train 300**  
1. Depart Chicago on Wednesday at 12:00 PM  
2. Arrive in Philadelphia on Friday at 12:00 PM

**Train 301**  
1. Depart Philadelphia on Friday at 12:00 PM  
2. Arrive in Chicago on Saturday at 12:00 PM

CHICAGO  
PHILADELPHIA

CARLOAD

**NORFOLK SOUTHERN**  
One line. Infinite possibilities.

The diagram illustrates a carload service route between Chicago and Philadelphia. The route is shown as a loop. Train 300 departs Chicago on Wednesday at 12:00 PM and arrives in Philadelphia on Friday at 12:00 PM. Train 301 departs Philadelphia on Friday at 12:00 PM and arrives in Chicago on Saturday at 12:00 PM. The word 'CARLOAD' is written in a box at the bottom left of the diagram. The Norfolk Southern logo and slogan are at the bottom right.

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## Track Construction and Final Inspection

- Construction and Track Inspection
  - NS Typically only installs the switch and builds to clearance point (15') where a private rail contractor can then SAFELY construct the remaining track infrastructure.
  - All private work is inspected by NS Track Department.
  - Provide a new customer ships a minimum # of cars in a year (8 or 11 Annual Cars), NS will maintain our portion of track. If not the customer will be required to pay a switch maintenance fee or ask NS to remove the switch.



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