



HERE'S WHAT THE CRESCENT CORRIDOR WILL DO FOR AMERICA

ECONOMIC DEVELOPMENT	2020	2030
Job Creation	47,000	73,000
Cumulative Economic Impact	\$16.7 billion	\$39.8 billion
LONG-TERM PUBLIC BENEFITS	2030	2040
State of Good Repair <i>(Highway maintenance savings)</i>	\$1.2 billion	\$1.9 billion
Livability <i>(Reduced highway congestion savings)</i>	\$7.7 billion	\$11.9 billion
Safety and Security <i>(Accident savings)</i>	\$2.0 billion	\$3.0 billion
Economic Competitiveness <i>(Shipping and logistics cost savings)</i>	\$14 billion	\$21.6 billion
Sustainability <i>(Reduced CO2 emissions and fuel savings)</i>	\$2.0 billion	\$3.1 billion
Cumulative Economic Value	\$35.3 billion	\$55 billion
Benefit Cost Ratio	\$16	\$25

(Return on every \$ invested in Crescent Corridor)

Norfolk Southern Corporation (NYSE: NSC) is a leading North American transportation provider. Its Norfolk Southern Railway subsidiary operates approximately 21,000 route miles in 22 states and the District of Columbia, serves every major container port in the eastern United States, and provides efficient connections to other rail carriers. Norfolk Southern operates the most extensive intermodal network in the East and is a major transporter of coal and industrial products.



FOR MORE INFORMATION ABOUT THE CRESCENT CORRIDOR AND OTHER NORFOLK SOUTHERN PUBLIC-PRIVATE PARTNERSHIPS, PLEASE VISIT WWW.THEFUTURENEEDSUS.COM.



PENNSYLVANIA



“Rail freight is an important component of any transportation infrastructure discussion. The Crescent Corridor will create good jobs, generate revenue, and help reduce highway congestion. In fact, it has the best potential to divert freight off I-81 and our highways. Pennsylvania has invested heavily in rail freight because it is a smart, environmentally friendly, cost-effective infrastructure investment.”

– PENNSYLVANIA GOVERNOR ED RENDELL



NORFOLK SOUTHERN'S CRESCENT CORRIDOR

SAFE, AFFORDABLE, GREEN SOLUTIONS TO AMERICA'S TRANSPORTATION INFRASTRUCTURE CHALLENGES

Pennsylvania and America are facing a transportation infrastructure crisis. Our roads and bridges cannot handle all the traffic forecasted. The U.S. Department of Transportation predicts that demand for freight transportation will increase by 92 percent by 2035.

One solution is to shift some of this freight from the roads to the rails. Shipping by rail is a safe, clean, fuel-efficient, green alternative to building new highways. One train can transport the same amount of freight as nearly 300 trucks. And railroads are three or more times more fuel efficient than trucks – on average moving a ton of freight 436 miles per gallon of fuel.

Norfolk Southern's Crescent Corridor initiative will be one of the single biggest additions of new freight capacity in America since the creation of the Interstate Highway System. The Crescent Corridor is an existing 2,500-mile railroad route from New Jersey to Memphis, and beyond to New Orleans. NS is making infrastructure improvements to create

a high-speed intermodal freight route between the Southeast and Northeast that is competitive with all-highway freight transportation. The railroad is straightening curves, adding passing tracks, improving signal systems, and building and expanding intermodal facilities in Alabama, Pennsylvania, and Tennessee.

Nearly \$2.5 billion in Crescent Corridor projects have been identified, and based on the public benefits that stand to be derived in the form of highway congestion relief, NS plans to implement the Crescent Corridor initiative through a series of public-private partnerships. When the Crescent Corridor initiative is fully implemented, it is anticipated that 1.3 million truckloads of freight will be absorbed from the highways to the rails annually, saving the U.S. 169 million gallons of fuel per year, reducing carbon emissions by 1.9 million tons, and generating a projected 73,000 jobs by 2030 – 47,000 of them by 2020. The Corridor will start handling traffic in 2012, and with shared investment, could reach full capacity by 2021.

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CRESCENT CORRIDOR AT-A-GLANCE

Most comprehensive public-private partnership for improving freight rail transportation in the East

- Nearly 400 miles of new passing track and double track
- New or expanded intermodal terminals in 11 markets
- \$2.5 billion in new investment

More options for shippers

- 2,500-mile rail network from New Jersey to Louisiana, parallel to Interstate highways
- High-speed intermodal freight route will be competitive with all-highway transit times between the Northeast and Southeast

Rail service benefits the environment

- CO2 emissions reduced by 1.9 million tons annually
- 169 million gallons of fuel saved annually

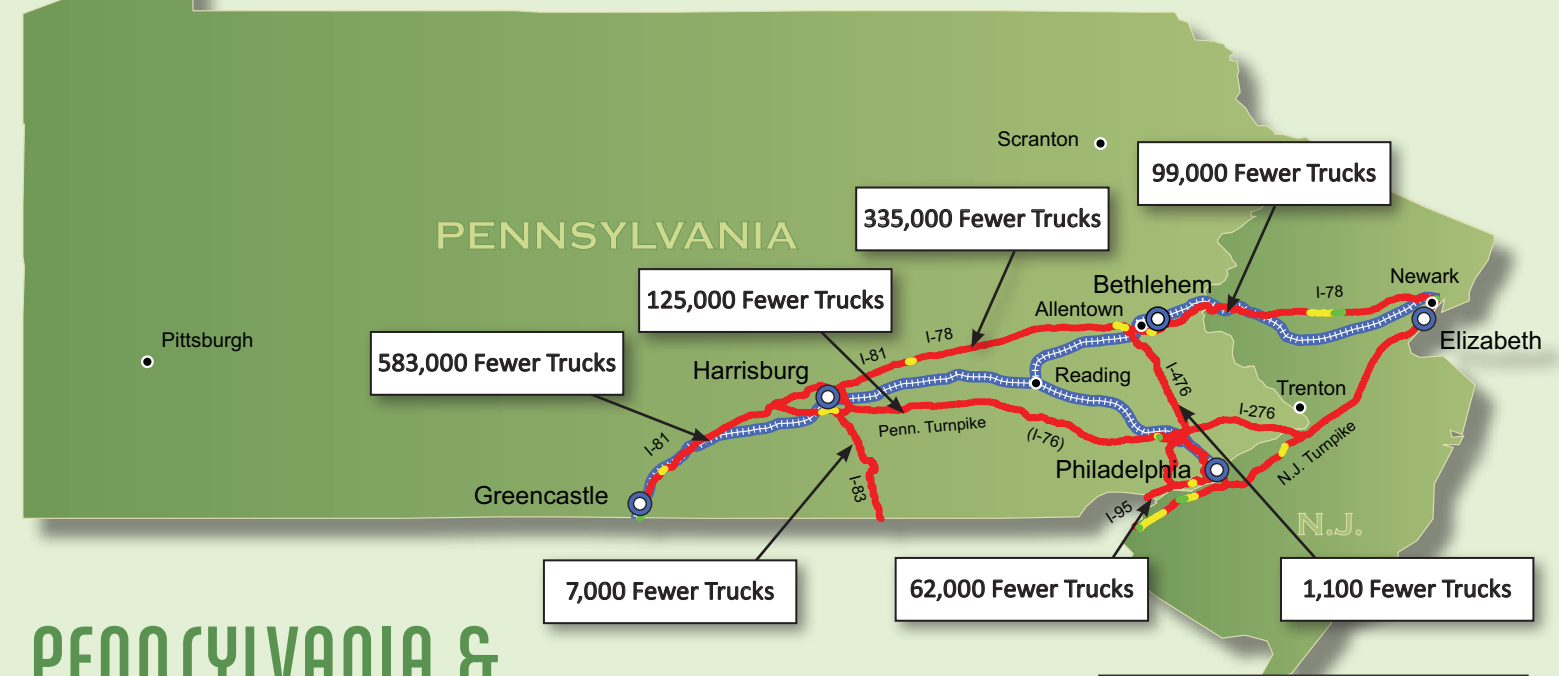
13-state economic engine

- 73,000 jobs by 2030 – 47,000 of them by 2020
- \$326 million in new tax revenues annually for states, communities

Safer, less congested roads

- 1.3 million trucks diverted from highways to rails annually
- \$575 million savings in annual congestion costs for motorists
- \$92 million savings in annual highway maintenance costs
- \$146 million savings in annual accident costs for motorists

651,000 FEWER LONG-HAUL TRUCKS ANNUALLY on Pennsylvania Interstate highways means safer, less congested roads for motorists, reduced highway maintenance costs for state government, and cleaner air for everyone.



PENNSYLVANIA & THE CRESCENT CORRIDOR

The Crescent Corridor will bring substantial public benefits to Pennsylvania, including the creation or retention of 26,000 green jobs and a cumulative 10-year economic impact of more than \$8.34 billion. By eliminating more than 651,000 long-haul trucks from Pennsylvania's major highways every year, the Crescent Corridor will also lead to reductions in traffic congestion and accidents, air pollution, fuel consumption, and highway wear and tear.

Development of four intermodal facilities will create new employment opportunities and increase the economic competitiveness of the Commonwealth. NS plans to construct a new \$95 million regional intermodal facility in Greencastle, Franklin County, which is expected to open in early 2012. The railroad plans to make \$52 million in improvements at its existing Harrisburg terminal, undertake an \$11 million expansion of its terminal at the Philadelphia Navy Yard, and expand operations at the BethIntermodal facility in Bethlehem, along with \$27 million in track and signal upgrades in nine counties.

BENEFITS FOR PENNSYLVANIA

- 26,000 jobs created by 2020; 41,000 jobs by 2030
- \$7.1 million savings in annual highway maintenance costs
- 651,000 fewer long-haul trucks annually on highways
- \$177 million annual logistics cost savings for Pennsylvania businesses
- 10.5 million fewer gallons of fuel consumed annually
- \$95 million investment in new Greencastle intermodal facility
- 116,000 fewer tons of CO2 released annually
- \$52 million investment in expanded Harrisburg intermodal facility
- \$35.6 million savings in annual congestion costs for motorists
- \$11 million investment in expanded Philadelphia Navy Yard intermodal facility
- \$9.0 million annual savings from accidents avoided

NORFOLK SOUTHERN SERVICE FOR PENNSYLVANIA

- 2,340 route miles
- 4,230 employees
- \$290 million annual payroll
- \$697 million in annual purchases and payments
- NS has partnered with economic development agencies and private developers to help attract \$3.77 billion in investment in new or expanded industries in Pennsylvania over the last 10 years, creating an estimated 4,800 jobs.

Projected 2020 Interstate Highway Congestion
(Source U.S. Department of Transportation) *
 — Not Congested (LOS A, B)
 — Approaching Congestion (LOS C)
 — Congested (LOS D, E, F)
 — Norfolk Southern Crescent Corridor
 — Crescent Corridor Terminals
 * The DOT estimates that congestion will increase significantly by 2035. Not all interstate highways or rail lines shown

