

# BUSINESS DEVELOPMENT & FIRST & FINAL MILE MARKETS

*Anyone can be a rail customer.*

Norfolk Southern's new Business Development and First and Final Mile Markets team is ready to help you establish or grow your footprint with rail. In fact, we realigned our business with our customers in mind. Our new suite of tailored logistics solutions ensures that anyone can be a rail customer.

## RAIL INTEGRATED SOLUTIONS:



NS' terminal networks provide customers solutions that create efficient supply chains and truck-like alternatives for customers that use rail, but are not located directly on rail lines

## CROWN COMPANIES:



NS subsidiaries create innovative solutions for the trucking needs of customers, that combined with our network, make it easier to choose rail.

## MARKET RESEARCH & FORECASTS:



Stays on the cutting edge of economic trends to inform business priorities and ensure NS is positioned where markets are headed.

## SHORT LINE & FIELD SALES:



Collaborates with direct interchange short lines and key local customers to ensure smooth operations and explore new opportunities.

## SHORT LINE PERFORMANCE:



This data-driven group ensures consistent interchange service is tracked, discussed, and improved to ensure we are growing with our partners.

## INDUSTRIAL DEVELOPMENT:



This group works directly with economic development partners to help business identify rail-served sites to grow or expand their business.

## REAL ESTATE:



This group works with businesses to turn NS real estate assets into long-term growth opportunities.

**We can help you:**



### TRANSPORT A WIDE RANGE OF FREIGHT:

From full car to less-than-truckload to palletized shipments, we connect trucks and trains to get your goods where they need to go.

### SHIP VIA RAIL—WITHOUT RAIL ACCESS:

Our trucking subsidiary, Triple Crown Services, Inc., and warehouse partners work together to provide seamless pickup and deliver.

### GET END-TO-END LOGISTICS:

Whatever you need to move, we take care of the details – from scheduling trucks to ensuring safe and secure transport.

## HOW WE DO IT – A SUITE OF TAILORED LOGISTICS SOLUTIONS:

- Partnerships with 300+ transload facilities, including the new Norfolk Southern-owned Great Lakes Reload facility in Chicago
- Triple Crown Services, Inc.
- 270+ Short Line Connections
- NSites, our site location tool
- Thoroughbred Bulk Transfer
- Modalistics, our supply chain services group

Contact our team today: [NorfolkSouthern.com](http://NorfolkSouthern.com)

