

# NORFOLK SOUTHERN INDUSTRIAL DEVELOPMENT

## FROM SITE SELECTION TO SUPPLY CHAIN SUCCESS

For over a century, Norfolk Southern's Industrial Development team has been a trusted partner to businesses of all sizes. From the first mile to the last mile, we bring our rail expertise and deep industry knowledge to help your business streamline your supply chain and become an engine for growth. Whether you're building a new facility or expanding an existing one, we are with you from the earliest discussions to the moment your first railcar arrives—and far beyond.

### / OUR TEAM



With industrial development managers and technical specialists stationed across our 22-state network, Norfolk Southern ensures your site location and track construction needs are addressed efficiently and effectively. If you are searching for a site to locate your next facility, our team of local industrial development experts will assist you choosing the ideal site to meet your future business needs. Whether you're siting a new facility or expanding at an existing site, our team is ready to guide you through every step of the rail development process—tailoring our approach to align with your unique business requirements, growth objectives, and supply chain strategies.

### / FINDING YOUR RAIL-SERVED SITE



Our NSites tool provides access to a comprehensive directory of hundreds of rail-served industrial sites and transload locations, spanning 22 states—including some properties owned by Norfolk Southern. NSites makes it easy to search for the optimal site to meet your specific needs. Our options can accommodate many variations of goods, equipment needs, and storage space – just let us know what you need.

### / SITE EVALUATION AND TECHNICAL SERVICES



With expertise in industrial site planning and conceptual track design, our engineers can quickly evaluate site development options and design track infrastructure solutions tailored to the rail needs of your facility. We conduct thorough site evaluations, identify opportunities and challenges early in the planning process, and collaborate with internal and external stakeholders to streamline your path to construction.

### / ENGAGING STAKEHOLDERS



Selecting the right site requires engaging a range of stakeholders—state and local governments, utility companies, site selection firms, construction companies, and other business leaders. Norfolk Southern's Industrial Development team partners with you to cultivate and foster these relationships, bringing together internal experts and external partners to keep your project moving smoothly.

### / SECURING LONG-TERM SUCCESS



We collaborate with your company to coordinate lease agreements, real estate transactions, operating agreements, and other contracts that may need to be in place with Norfolk Southern, ensuring your project is setup for long-term success.

### / DELIVERING YOUR FIRST RAILCAR



At Norfolk Southern, our commitment to your success doesn't end with the delivery of your first railcar. We remain a dedicated partner, ensuring your supply chain runs safely, efficiently, and reliably, helping your business adapt to the marketplace and positioning your franchise for long term growth.



#### FIND A RAIL-SERVED SITE

Explore 700+ available sites served by Norfolk Southern — from three acres to 3,000 acres.



#### CALCULATE YOUR CARBON SAVINGS

Explore how much your company could reduce its carbon emissions by shipping with Norfolk Southern.



#### TELL US MORE ABOUT YOUR PROJECT

Norfolk Southern can be a strong partner in site planning and marketing for rail-served sites.



# ***GROW WITH RAIL***

**A ROBUST NETWORK THAT'S FULLY  
CONNECTED FOR YOUR SUPPLY CHAIN**

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**/ 700+ RAIL-SERVED SITES**



**/ SERVICE IN 22 STATES**



**/ 19,500 MILES OF NS TRACK**



**/ 250 SHORT-LINE PARTNERS**



**/ BUILT FOR SUSTAINABLE SHIPPING**



**/ READY TO POWER YOUR BUSINESS**