

March 23, 2020

RailPros Selected to Manage Norfolk Southern Pipe and Wire Program

Norfolk Southern (NS) is pleased to announce significant updates are coming soon to the NS Pipe and Wire Program with the selection of RailPros to oversee the program's management. Effective May 1, NS will begin the new partnership with RailPros and, among other things, the program will transition to a fully online application management system.

RailPros brings a dedicated team of experienced real estate professionals and railroad experts who are ready to tackle the entire life cycle of the utility permitting and construction process. The RailPros team will be engaged in comprehensive oversight of the entire process, including application intake, engineering plan review, preparation and distribution of the license agreement, and electronic collection of all application and other applicable fees.

In addition, RailPros professionals will lead the coordination of field services such as flagging protection, construction monitoring, and post-construction inspection services. Construction monitoring, a new aspect of the NS Pipe and Wire Program, will include: a pre-construction meeting; verifying the licensee's work plans; ensuring the construction activities are consistent with the approved license and engineering plans; and a post construction verification meeting. The introduction of construction monitoring is designed to avoid improper utility installations and the risks they pose to NS, the community and the licensee.

RailPros will utilize an innovative and transparent online permit and management system to handle utility permitting and coordination processes. The proprietary, cloud-based, web-enabled right-of-way management software provides a workflow management mechanism designed to increase efficiency and accuracy for NS and applicants alike. The online permit management system is very intuitive and easy to use. The need to exchange phone calls or emails will be virtually eliminated, as the system provides real-time updates and permit status to RailPros, NS, and utility applicants.

NS and RailPros are committed to working together to ensure that the transition to the new processes and procedures is as seamless as possible. RailPros is especially committed to providing additional support during the transition period to answer questions and provide guidance.

About Norfolk Southern

[Norfolk Southern Corporation](#) (NYSE: NSC) is one of the nation's premier transportation companies. Its Norfolk Southern Railway Company subsidiary operates approximately 19,500 [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 is a major transporter of industrial products, including chemicals, agriculture, and metals and construction materials. In addition, the railroad operates the most extensive intermodal network in the East and is a principal carrier of coal, automobiles, and automotive parts.

About RailPros

[RailPros](#), founded in 2000, is a comprehensive provider of outsource services to the rail industry. RailPros provides turnkey engineering, real estate, project/program, and construction management, and flagging safety services to both public and private customers. RailPros also has training and media production capabilities. Over the years, RailPros has continuously introduced new services to its customer base, furthering its position as a trusted and industry-dedicated technical services partner. Recognized as an industry leader, RailPros has rapidly expanded throughout the country, now servicing customers in all 50 states with an employee base of more than 700. RailPros has 14 offices nationwide with headquarters in Irving, Texas.