SUPPLIER DIVERSITY PROGRAM:
www.nscorp.com/supplierdiversity
supplier.diversity@nscorp.com

INFORMATION ON BECOMING A SUPPLIER:
www.nscorp.com/becomeasupplier
DIVERSE BUSINESS ENTERPRISE POLICY

Diversity in our supplier base benefits our company as well as the communities that we serve. To ensure Sourcing provides historically disadvantaged businesses the opportunity to bid on our material and service requirements, we proactively seek out qualified certified minority, women owned, veteran owned, and small disadvantaged businesses.

THREE PILLARS TO EARN NORFOLK SOUTHERN BUSINESS:

1. Competitive Prices with Total Cost of Ownership Focus
2. Quality Products
3. Excellent Customer Service

EXAMPLES OF MATERIALS AND SERVICES THAT NS PROCURES:

MATERIALS: Industrial products, steel, cross ties, rail, wood products, fasteners, chain, bearings, communications equipment, electrical material, diesel fuel, locomotive and railcar equipment/material, and rubber products

SERVICES: Crew transportation, pest control, snow removal, fencing, environmental remediation, grade crossing services, engineering design, civil projects, freight car inspections, automotive and intermodal distribution services, crosstie disposal, janitorial services, rail inspection services, along with bridge and building repairs/construction

PURCHASING POLICY

The Norfolk Southern Sourcing Department is responsible for securing all of the equipment, materials and services necessary to support railroad operations. Our purchasing representatives develop new sources of material, negotiate with suppliers and service providers, perform total cost of ownership analyses, arrange timely deliveries, monitor inventory levels, team up with research & test and other NS departments on special projects, as well as dispose of surplus or obsolete material.

WE ARE DIVIDED INTO THE FOLLOWING FUNCTIONAL AREAS:

- Materials, Equipment, and Supplies Purchasing
- Service Contracts
- Automotive Fleet
- Asset Disposition
- Strategic Sourcing

We collaborate with various customer departments to develop and approve all standards and specifications used in procurement.

We confer in making cost-effective decisions on whether to make, buy, lease or repair necessary equipment and material. Sourcing negotiates procurement and schedules delivery of equipment, material and services in consultation with our internal customers.

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Diverse Business Enterprise Policy

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Three Pillars to Earn Norfolk Southern Business:

1. Competitive Prices with Total Cost of Ownership Focus
2. Quality Products
3. Excellent Customer Service

Examples of Materials and Services that NS Probes:

Materials: Industrial products, steel, cross ties, rail, wood products, fasteners, chain, bearings, communications equipment, electrical material, diesel fuel, locomotive and railcar equipment/material, and rubber products

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