

Preface

On behalf of Norfolk Southern's Engineering and Industrial Development Departments, we are pleased to have the opportunity to present the following information for your use.

It is our expressed hope that these guidelines can be of benefit in development or expansion of your rail served facilities.

As *The Thoroughbred of Transportation*[®], the entire Norfolk Southern team is committed to working with you in developing a rail service plan which enables you, our valued customer, to maximize both current and long-term business opportunities.

We look forward to serving you!

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I. INTRODUCTION

INFORMATION CONTAINED IN THESE GUIDELINES APPLY TO PRIVATELY OWNED INDUSTRY TRACKS ONLY AND DOES NOT APPLY TO TRACKS THAT ARE OWNED OR TO BE OWNED BY RAILWAY COMPANY. MATERIALS AND SPECIFICATIONS USED ON THE TRACKS TO BE OWNED BY RAILWAY COMPANY MUST BE APPROVED BY THE RAILWAY COMPANY'S CHIEF ENGINEER OF DESIGN AND CONSTRUCTION OR HIS DESIGNATED REPRESENTATIVE.

All requests for new industry tracks should be directed to the Norfolk Southern Industrial Development Department. Specific contact information may be located at Norfolk Southern Corporation's web-site on the world wide web at www.nscorp.com.

It is the intent of these guidelines to provide Industries, desiring rail service from Norfolk Southern, with information to aid in the design and construction of proposed railroad tracks. These guidelines shall not be taken as specifications but may be used as a guide in preparing specifications.

In general, the Industry shall construct, or cause to be constructed, the subgrade (embankment or excavation), subballast, and all drainage structures necessary for the installation of the track. This also usually includes the subgrade, subballast and all drainage ditches or drainage structures required for that portion of the track on the Railroad's right-of-way.

Prior to commencement of train service on the track, an operating contract in accordance with standard procedure of the Railway Company shall be executed by both the Industry and the Railway Company.

The following pages cover guidelines, requirements, and/or recommendations for Industry tracks to be served by NORFOLK SOUTHERN CORPORATION.