

PERFORMANCE-DRIVEN TRANSPORTATION

is **powerful**,
efficient and **consistent** – designed to operate like the U.S.

Armed Forces. Norfolk Southern provides time-definite and performance-driven transportation, combining the power of its scheduled railroad, distribution network and information technology innovations to offer you consistent, valuable transportation options.



PERFORMANCE-DRIVEN

GOVERNMENT & MILITARY SERVICE





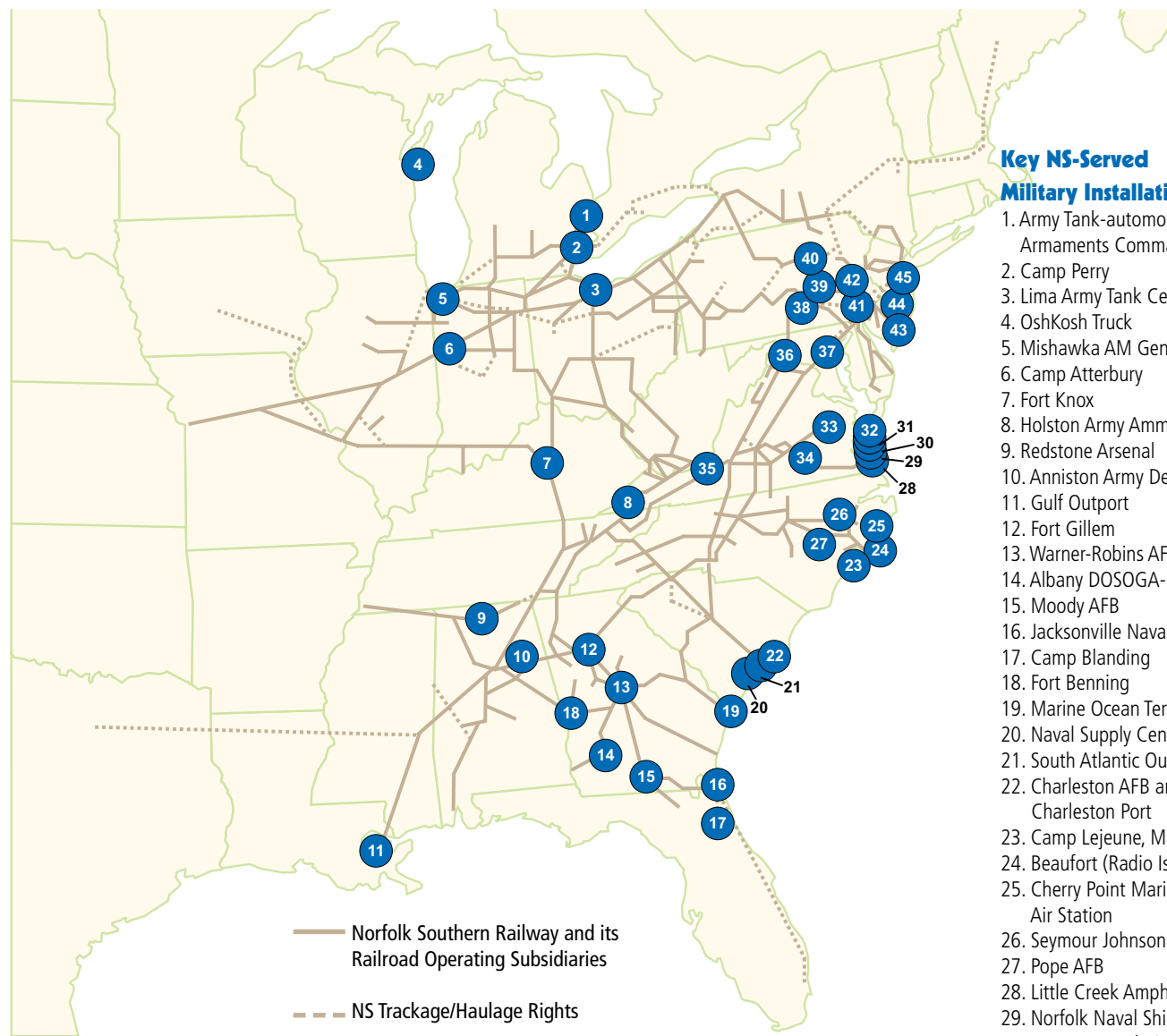
**Truckload Delivery,
Railcar Economy**

Whether you're a Power Projection Platform with a state-of-the-art Rail Mobility Area, or a National Guard unit without rail, our extensive rail network throughout the Eastern United States offers our customers the ability to utilize numerous trans-load locations to take advantage of lower rail rates.

- ▶ Efficient access to your east coast export destinations, as well as import shipping and domestic distribution channels
- ▶ The convenience of truck delivery combined with long-haul rail economy, providing the lowest cost transportation solution
- ▶ Inventory management and quality control as part of your transportation process
- ▶ Expanded market reach into non-rail served locations
- ▶ Fleet of ramp cars

Consistent Transportation Service to Meet Your Deployment Schedule

Moving shipments in a "time-definite" manner is essential to the ultimate success of the war fighter. We'll work with you to meet planned vessel schedules by providing consistent transit times. Throughout the transportation process, you'll have complete visibility of your supply chain. You'll be able to track your shipments from origin installation to destination installation or port 24 hours a day, seven days a week.



— Norfolk Southern Railway and its Railroad Operating Subsidiaries
 - - - NS Trackage/Haulage Rights

Key NS-Served Military Installations

1. Army Tank-automotive and Armaments Command
2. Camp Perry
3. Lima Army Tank Center
4. OshKosh Truck
5. Mishawka AM General
6. Camp Atterbury
7. Fort Knox
8. Holston Army Ammunition Plant
9. Redstone Arsenal
10. Anniston Army Depot/DLA DDC
11. Gulf Outport
12. Fort Gillem
13. Warner-Robins AFB
14. Albany DOSOGA-USMC, DLA DDC
15. Moody AFB
16. Jacksonville Naval Air Station
17. Camp Blanding
18. Fort Benning
19. Marine Ocean Terminal Savannah
20. Naval Supply Center
21. South Atlantic Outport
22. Charleston AFB and N. Charleston Port
23. Camp Lejeune, Marine Corps Base
24. Beaufort (Radio Island)
25. Cherry Point Marine Corps Air Station
26. Seymour Johnson AFB
27. Pope AFB
28. Little Creek Amphibious Base
29. Norfolk Naval Shipyard
30. Oceana Naval Air Station
31. Naval Supply Center
32. St. Julien Creek Annex
33. Fort Lee
34. Fort Pickett
35. Radford Army Ammunition Plant
36. Baltimore Outport
37. Aberdeen PG
38. Naval Ship Parts Control Center
39. Fort Indiantown Gap
40. Philadelphia Naval Shipyard
41. Tobyhanna
42. DLA DDC Susquehanna
43. Earle Naval Weapons Station
44. Fort Dix
45. McGuire AFB

Custom Handling of Returning Shipments and Our Domestic Distribution Network

Our NS Government team provides customized solutions to meet your needs from strategic seaports to military installations across the country. Our network supply chain technology and

strategic partnerships allow us to offer a complete suite of services ranging from carload direct to local door-to-door delivery. Throughout the process, integrated shipment and inventory management systems give you a single end-to-end view of your supply chain.

Norfolk Southern Offers Customized Solutions

SDDC, DLA and other Government agencies can improve the quality and speed of shipments by improving the flow of information and products. When your shipments are ready for deployment, NS' Government and Machinery team will work with you to get it to the right location, when you need it. We focus on creating and implementing supply chain solutions that **lower total delivery cost and improve delivery reliability.**

We Can Provide:

- ▶ Customized Intermodal solutions
- ▶ Loading, tie-down, and unloading services
- ▶ Hands-on technical assistance and support
- ▶ Truckload pickup and delivery
- ▶ Real-time supply chain visibility
- ▶ Performance management reporting
- ▶ Shipment tracking and tracing
- ▶ Customer service support
- ▶ Freight payment and invoicing
- ▶ Consolidated billing

We want to keep the war fighter supplied, capable, and ready for any challenge. Our Government Team is dedicated to creating Transportation Value for the U.S. Armed Forces. Talk to us about how we can create an optimal transportation plan for your installation.

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