



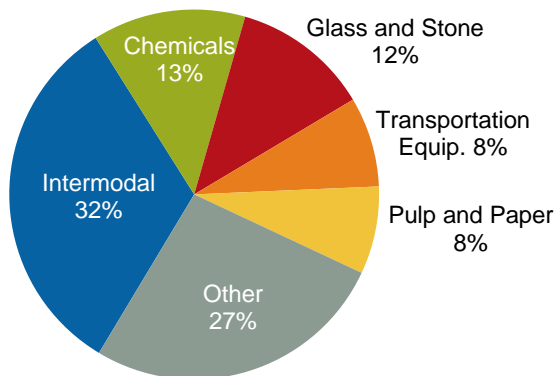
Rail Fast Facts For 2017

Operations	Number of freight railroads	25
	Freight railroad mileage	2,552
Employment and Earnings	Number of freight rail employees	3,618
	Average wages & benefits per freight rail employee	\$121,360
Railroad Retirement	Number of railroad retirement beneficiaries	11,746
	Railroad retirement benefits paid	\$263 million
Economic Impact	Nationwide, in 2017, major U.S. railroads supported approximately 1.1 million jobs (about eight jobs for every railroad job), nearly \$219.5 billion in annual economic activity, \$71 billion in wages and almost \$26 billion in tax revenues.	
Fuel Efficiency	In 2017, America's railroads moved a ton of freight an average of 479 miles on one gallon of fuel. That's like going from Memphis to Cincinnati. On average, railroads are four times more fuel efficient than trucks. Moving freight by rail instead of truck reduces greenhouse gas emissions by on average 75 percent.	
Cutting Highway Gridlock	One train can carry as much freight as several hundred trucks. It would have taken approximately 11.5 million additional trucks to handle the 207.7 million tons of freight that originated in, terminated in, or moved through Tennessee by rail in 2017.	

Rail Traffic Originated in 2017

Total Tons: 14.2 million

Total Carloads: 519,100



Commodity	Tons	Carloads
Intermodal	4,601,000	379,600
Chemicals	1,899,000	21,100
Glass and Stone	1,699,000	16,800
Transportation Equip.	1,117,000	47,100
Pulp and Paper	1,087,000	15,300
Other	3,777,000	39,200

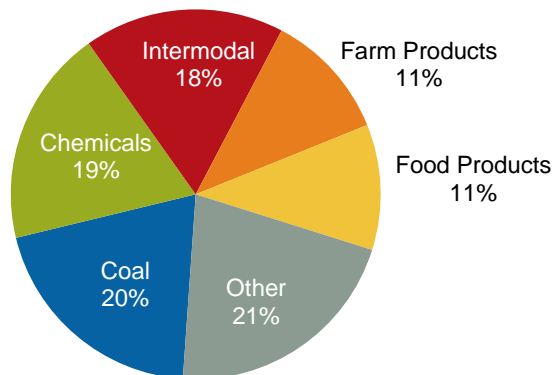
Source: AAR Analysis of STB Waybills

(Percentages based on tonnage)

Rail Traffic Terminated in 2017

Total Tons: 26.5 million

Total Carloads: 643,600



Commodity	Tons	Carloads
Coal	5,323,000	46,600
Chemicals	5,021,000	53,300
Intermodal	4,634,000	405,100
Farm Products	2,966,000	27,800
Food Products	2,906,000	30,300
Other	5,626,000	80,500

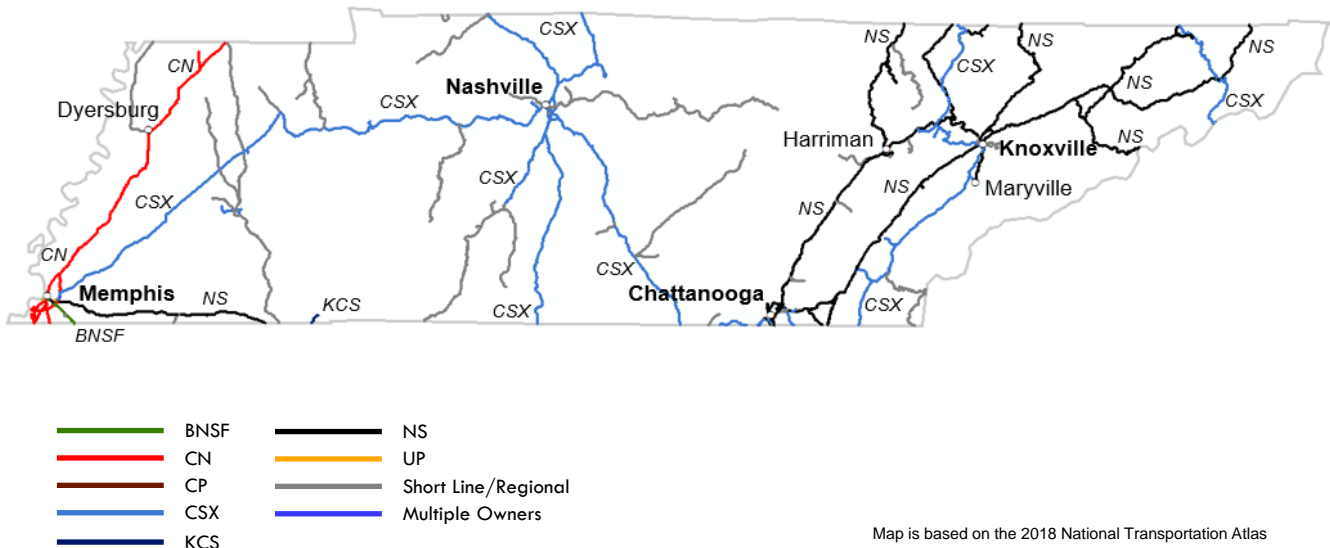
Source: AAR Analysis of STB Waybills

(Percentages based on tonnage)

	Miles Operated In Tennessee in 2017
Class I Railroads	
BNSF Railway Company	137
Canadian National	161
CSX Transportation	990
Kansas City Southern Railway Co.	5
Norfolk Southern Corp.	829
Union Pacific Railroad Co.	12
	<hr/> 2,134
Local Railroads	
Chattooga & Chickamauga Railway Co.	1
East Tennessee Railway, LP	4
Grenada Railway	12
KWT Railway, inc.	82
Nashville & Eastern Railroad Corp.	126
R. J. Corman Railroad - Memphis Line	36
R. J. Corman Railroad - Tennessee Termina	40
Sequatchie Valley Railroad	8
South Central Tennessee Railroad, LLC	52
Tennessee Southern Railroad Co., Inc.	101
Tencken Railroad	42
Walking Horse & Eastern Railroad	8
West Tennessee Railroad	182
	<hr/> 694

Tennessee 2017 Totals	Number of Freight Railroads	Miles Operated	
		Excluding Trackage Rights	Including Trackage Rights
Class I	6	1,818	2,134
Regional	0	0	0
Local	13	672	694
Switching & Terminal	6	62	62
Total	25	2,552	2,890

Miles Operated In Tennessee in 2017	
Regional Railroads (none)	
Switching & Terminal Railroads	
Heritage Railroad Corp.	7
Knoxville & Holston River Railroad Co.	22
Mississippi Central Railroad Co.	3
Nashville & Western Railroad Corp.	18
Tennessee Valley Railroad	4
Union City Terminal Railroad	8
	<hr/> 62



Class I Railroad: A railroad with 2017 operating revenues of at least \$447.6 million. **Regional Railroad:** A non-Class I line-haul railroad that has annual revenues of at least \$40 million, or that operates at least 350 miles of road and revenues of at least \$20 million. **Local Railroad:** A railroad which is neither a Class I nor a Regional Railroad, and which is engaged primarily in line-haul service. **Switching & Terminal Railroad:** A non-Class I railroad engaged primarily in switching and/or terminal services for other railroads.



TENNESSEE

Linking the East to the West

As one of BNSF Railway Company's easternmost terminals, Tennessee is a starting point for BNSF's vast 32,500-mile network in the Western United States. Through our operations, the state serves as a vital link between East and West Coast rail traffic.

As a national leader in intermodal transportation (truck trailers or containers), BNSF delivers a wide variety of consumer products, packaged goods, paper products, clothes, appliances, electronics, and automobiles to Tennessee retailers and businesses through the domestic markets and ports we serve.

We also deliver cleaner-burning Powder River Basin coal from Wyoming and Montana to provide the energy that helps power the Tennessee economy, as well as lumber and other building materials from the Northwest and the Southeast to satisfy construction demands in the state.

In addition, BNSF helps Tennessee farmers and businesses distribute their products globally. Annually we help manufacturers move nearly 130,000 carloads of consumer products out of the state, and we help the state's farmers transport their products to market.

In all, BNSF moves more than 930,000 carloads of freight in Tennessee annually. To help keep Tennessee's air clean, BNSF is helping Tennessee shippers lower their carbon footprint by shipping more of the state's freight by rail. BNSF's freight trains can move each ton of freight nearly 500 miles using, on average, a gallon of fuel.

BNSF has constructed a new Intermodal Facility in Memphis, an investment of more than \$200 million for expansion and rebuilding. The new facility has doubled BNSF's lift capacity in the Memphis market and improved efficiency while also reducing emissions and helping to improve air quality.

Supporting BNSF's rail network in Tennessee are more than 400 dedicated men and women who earn a combined payroll of more than \$28 million.

In addition, the BNSF Foundation plays an active role in many communities within the state, and contributed more than \$450,000 in donations to various charities in 2014.



BNSF Railway Service in Tennessee - 2014

Employees

420

Payroll

\$28,194,395

BNSF Foundation Giving

\$456,182

Lines Operated

Route miles owned: 17

Route miles trackage rights: 127

Carloadings

Originated: 139,785

Handled within state: 936,718

Terminated: 196,996

Major Facilities

Rail Yard, Intermodal Facility, and Shop

Memphis

BNSF Facts

Operating in 28 States and 3 Canadian Provinces

BNSF Freight Cars: 76,000

Locomotives: 8,000

Route Miles: 32,500

Number of Employees: 48,000

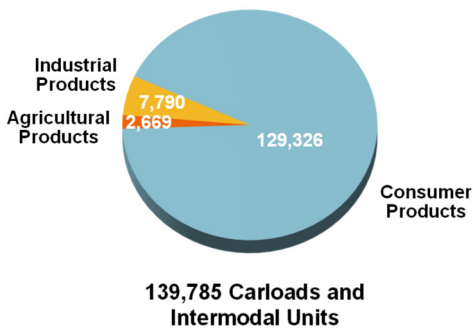
Military: 7,500 veterans employed

Capital Commitments

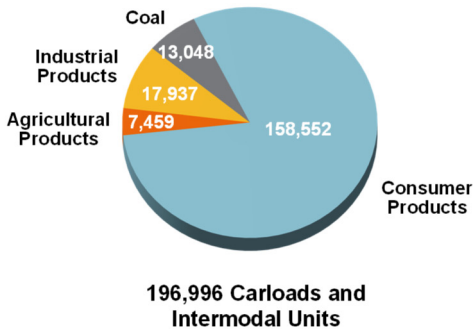
In 2015, BNSF plans to invest approximately \$6 billion in capital expansion and maintenance across its system. In addition to maintaining and expanding its core network and related assets, the plan includes acquiring new energy efficient locomotives, continuing implementation of positive train control (PTC), and investing in expansion and efficiency projects to enhance productivity and velocity. In 2014, BNSF invested approximately \$11 million in Tennessee for capacity expansion and maintenance.

BNSF 2014 Volume—Tennessee

Products Shipped From Tennessee



Products Shipped To Tennessee



Coal

About 10 percent of the electricity produced in the United States is generated from coal hauled by BNSF. More than 90 percent of the coal BNSF hauls comes from the Powder River Basin (PRB) in Wyoming and Montana and is 60 percent lower in sulfur than most other U.S. coal sources.

Agricultural

BNSF is one of the largest grain-hauling railroads in the United States. In fact, BNSF hauls enough grain to supply 900 million people with a year’s supply of bread. Approximately 50 percent of the agricultural commodities traffic BNSF hauls is transported to export points in the Pacific Northwest, Gulf of Mexico, Mexico and the Great Lakes.

Consumer

Many items found in local retail stores, restaurants and automobile dealerships were shipped on a BNSF train. Each year BNSF moves about 10 percent of the vehicles sold in the United States. BNSF is among the world’s top transporters of intermodal traffic, and the only western U.S. railroad offering direct intermodal service to the Southeast, as well as the fastest intermodal service to the Northeast.

BNSF is a leader in transporting forest products, chemicals, metals and other products that drive our economy. Each year BNSF transports enough lumber to build more than 500,000 homes; enough asphalt to lay a single lane road four times around the equator; and enough coiled sheet steel to lay the unrolled coils end to end 12 times between New York City and Seattle, WA.

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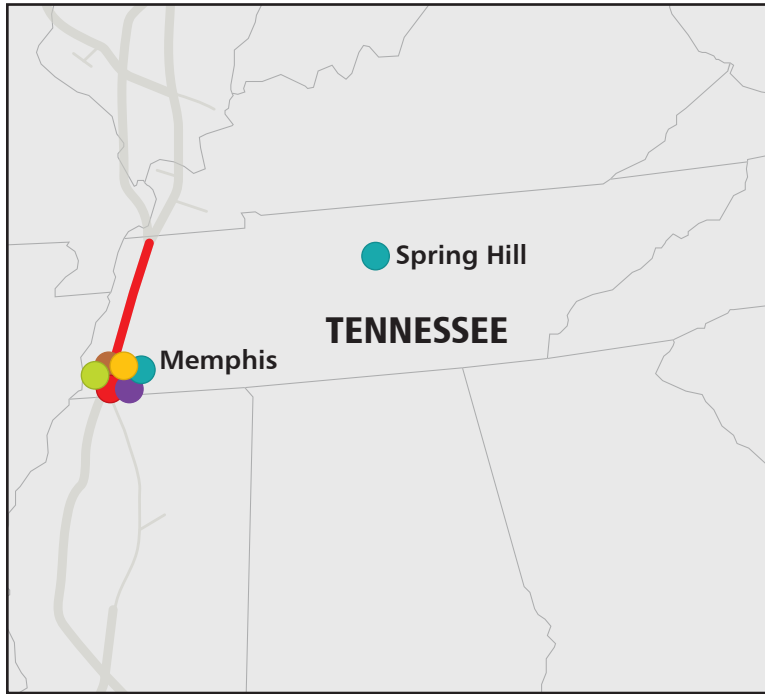
BNSF Emergency Hotline: 1-800-832-5452

For more information, please visit our website at www.bnsf.com





FACT SHEET



573
Employees



161
Route miles operated

\$29M
Annual Capital Investments



\$8M
Cash taxes paid*

\$38M
Local spendings







*As at December 31, 2014. Dollar figures in US\$
* Includes property tax and other taxes*

TENNESSEE

 CN lines

CONNECTING SHORTLINES

Tennken Railroad
West Tennessee Railroad

-  Automotive Distribution Facility
-  Multi-Commodity Distribution Center
-  CargoFlo Bulk Handling Facility
-  Forest Products Distribution Center
-  Intermodal Terminal
-  Logistics Park



Le Bonheur Children's Hospital Foundation • Habitat for Humanity of Greater Memphis • Memphis in May International Festival • Northwest Tennessee Disaster Services • Volunteer Mid-South • Ducks Unlimited • Little Obie / All Aboard for Safety • Operation Lifesaver • UNITED WAY – Memphis



At CN, we are proud of our employees and retirees who devote countless hours of their own time to volunteer for non-profit organizations in Tennessee communities where they live and work.

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CSX IN TENNESSEE



CSX Operations in Tennessee

- Operates and maintains nearly 1,600 miles of track*
- Maintains nearly 1,000 public and private grade crossings
- Handled nearly 1.6 million carloads of freight on the state's rail network
- At the end of 2015, CSX employed more than 1,470 people
- Throughout 2015, CSX reported nearly \$164.3 million in compensation for employees**
- In 2015, CSX invested more than \$64.8 million in its Tennessee network. In addition, the company invested more than \$1 billion in freight cars and other rolling assets to serve customers throughout its rail system.
- CSX carries a variety of commodities important to our economy and way of life, including consumer products, automobiles, food and agriculture products, and coal. Products shipped within Tennessee include containerized consumer goods, light trucks, passenger vehicles, coal, and plastics.

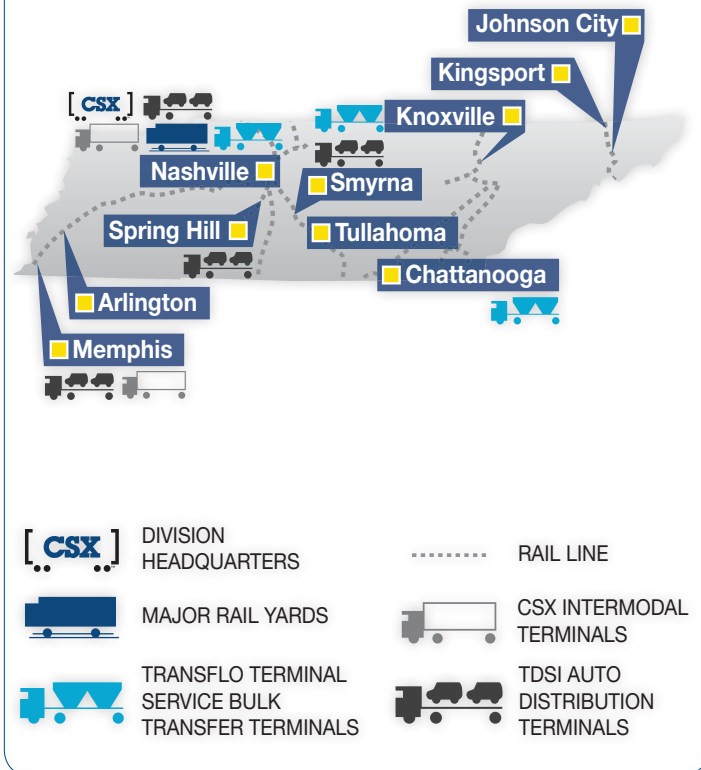
CSX Facilities in Tennessee

- Major rail yard in Nashville (Radnor)
- Intermodal terminals in Memphis and Nashville
- TRANSFLO terminals in Chattanooga, Knoxville, and Nashville
- Automotive distribution centers in Memphis, Nashville, Smyrna and Spring Hill
- Division headquarters in Nashville

CSX and the Tennessee Community

- In partnership with state and local economic development agencies, Tennessee businesses invested more than \$72.1 million in new or expanded rail-served facilities on CSX or its connecting regional and short lines in 2015. These investments will generate nearly 450 new jobs at those businesses.

CSX OPERATING FACILITIES: TENNESSEE



- CSX has designated North Etowah Industrial Park in Etowah as a "Select Site," a rail-served, ready-to-build location for industrial development and expansion. The "Select Site" program is part of CSX's network-wide economic development initiative.
- In 2015, CSX contributed more than \$256,000 to national organizations and those in Tennessee, including Tennessee Operation Lifesaver, Second Harvest Food Bank of Middle Tennessee, The ALS Association Tennessee Chapter, Dickinson County Fire and Rescue, and the Kingsport Chamber Foundation.

* Miles of track includes single main track, other main track, yard tracks and sidings as of December 31, 2015.

** This figure includes current and former employees.

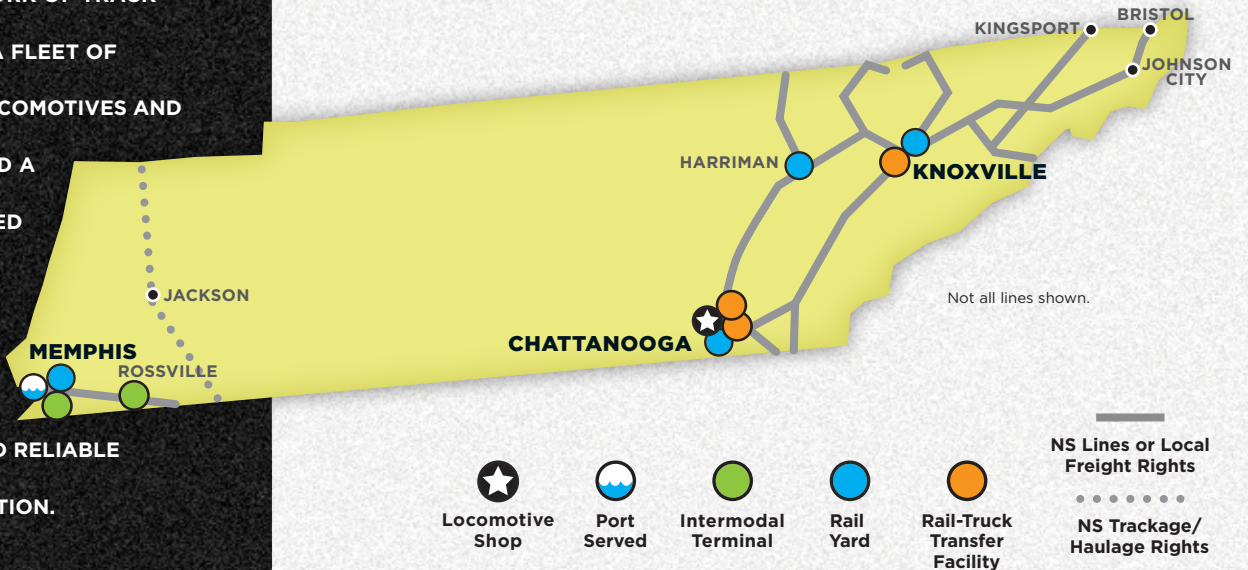




NORFOLK SOUTHERN IN TENNESSEE

BEHIND EVERY NS TRAIN IS AN EXTENSIVE NETWORK OF TRACK AND TERMINALS, A FLEET OF SOPHISTICATED LOCOMOTIVES AND FREIGHT CARS, AND A TEAM OF DEDICATED EMPLOYEES WHO WORK AROUND THE CLOCK TO PROVIDE SAFE AND RELIABLE RAIL TRANSPORTATION.

NS OPERATIONS



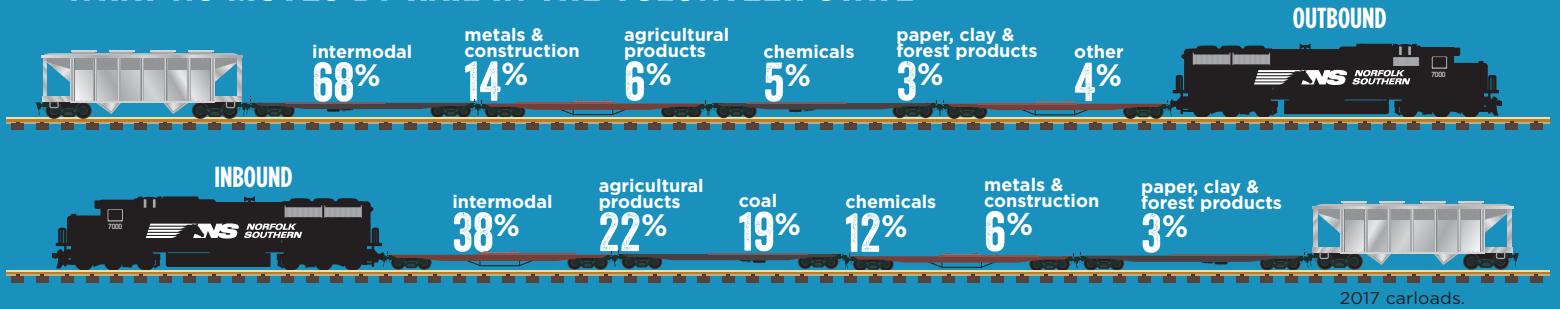
INFRASTRUCTURE in Tennessee

829 Miles of Track Operated

545 Bridges

1,570 Grade Crossings (public and private)

WHAT NS MOVES BY RAIL IN THE VOLUNTEER STATE



PEOPLE

1,630 NS Employees
1,125 Railroad Retirement Recipients

ECONOMIC IMPACT

pays **\$105 MILLION**

PAYROLL

invests **\$82 MILLION**

INFRASTRUCTURE & FACILITIES

spends **\$105 MILLION**

PURCHASES, PAYMENTS, & TAXES

Norfolk Southern and the Tennessee Community

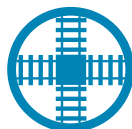
PARTNERSHIPS



BUSINESS MAGNET
NS helped 6 industries locate or expand in 2017, resulting in:
\$352 MILLION CUSTOMER INVESTMENT
614 NEW JOBS



CHARITABLE GIVING
The NS Foundation contributed **\$731,000** to Tennessee communities over the last five years.



CONNECTIONS
NS tracks connect with 8 short line railroads in Tennessee.

MEMPHIS REGIONAL INTERMODAL FACILITY

Located on 380 acres in Rossville, Tenn., this \$112 million facility has the capacity to remove 200,000 long-haul trucks from crowded U.S. highways each year.



CONNECT WITH NS
www.nscorp.com



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