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Robert E. Martinez
Vice President
Business Development

July 24, 2009

Dr. Phil Hammonds
Superintendent
Jefferson County Board of Education
2100 18th Street South
Birmingham, AL 35209

Dear Dr. Hammonds:

Thank you for taking my call Tuesday and discussing your concerns with me regarding the planned development of Norfolk Southern's Birmingham Regional Intermodal Facility (BRIMF) in McCalla, and its potential impacts on the McAdory Elementary School. I realize that one major concern of the McAdory Elementary School community is the emissions from vehicles operating in the facility. As I mentioned when we spoke, Norfolk Southern has not yet completed its emissions review and facility design, but I can provide you with the following preliminary information regarding the equipment to be used at the BRIMF.

Mobile off-highway emissions standards enacted by the U.S. Environmental Protection Agency regulate the engines for the hostler trucks. These are the trucks that shuttle the trailers and containers between the parking and trackside loading areas within an intermodal facility. These same EPA regulations also apply to the overhead gantry cranes that will be used at the proposed facility. All currently manufactured engines for this off-highway equipment must not exceed established EPA "Tier 3" emissions standards for nitrogen oxides/hydrocarbons (combined) and particulate matter. More stringent EPA "Tier 4" standards will become effective for new equipment by the time the BRIMF opens in 2012. These "Tier 4" standards for the equipment will mandate a 45% reduction in nitrogen oxides/ hydrocarbons combined and a 90% reduction in particulate matter versus the "Tier 3" standards. While Norfolk Southern would be in a position to continue using existing Tier 3 equipment, we will commit that we will only use "Tier 4" cranes and hostler trucks from Day One at the BRIMF.

Hybrid technology cranes now under development will use an energy efficient 135 hp diesel engine/generator set to maintain the battery charge and status of the crane's electrical system capacity, resulting in reduced fuel consumption and emissions. Norfolk Southern will also commit to use hybrid diesel-electric overhead gantry cranes at the BRIMF provided they prove economically and operationally feasible.

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Norfolk Southern is committed to being a good neighbor, and will work with the Jefferson County schools to address your concerns. In order better to plan and communicate our efforts in addressing the concerns of the McAdory Elementary School community, I would like to propose that you designate a member of your staff periodically to meet with our engineers as our design work progresses to review aspects of the BRIMF, such as the detention ponds, that are of concern to the school. As we move forward, we believe there will be further opportunities to respond to specific school concerns in our planning, and I believe this more direct involvement by someone from your staff would prove a constructive process.

Thank you for your review and consideration.

Sincerely,

A handwritten signature in black ink, appearing to read "Robert E. Martínez", with a stylized flourish at the end.

Robert E. Martínez