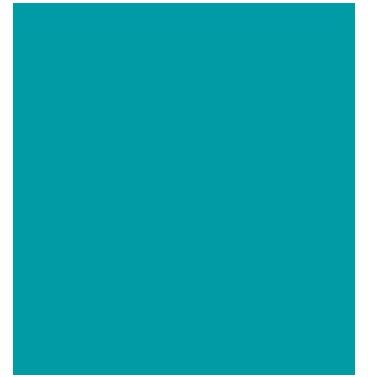
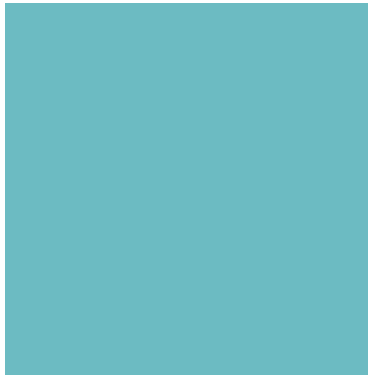
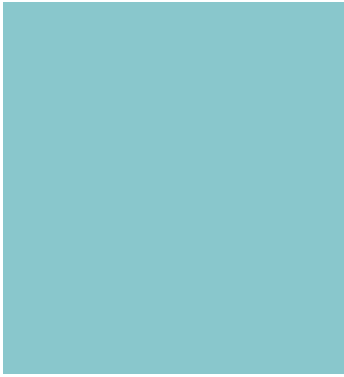


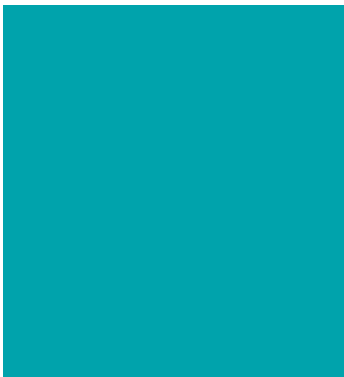


Your Mid-Atlantic Gateway for
BREKBUK TRANSLOADING

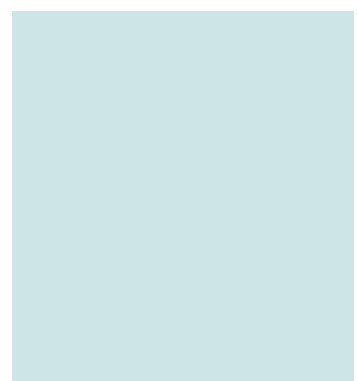
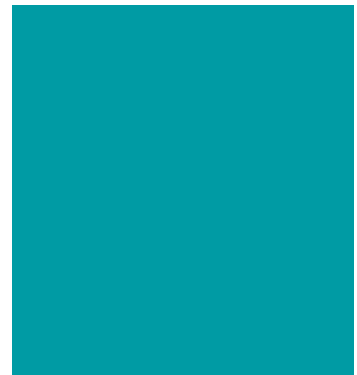
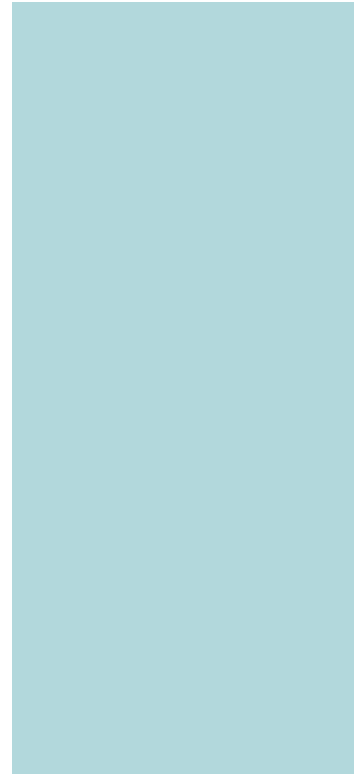


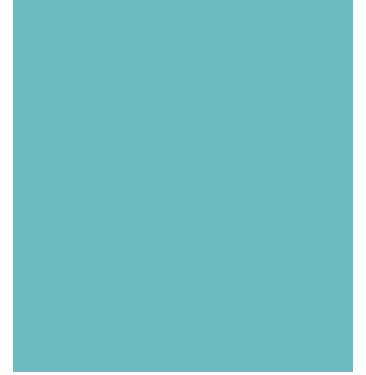
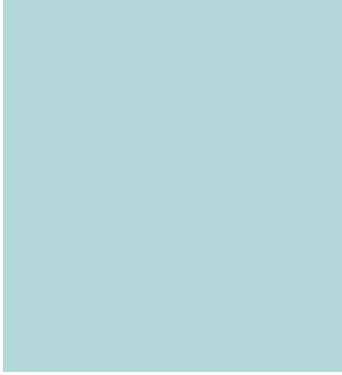


Lambert's Point Docks, Inc. (LPD) is a 117-acre break-bulk marine terminal located in Norfolk, Virginia. At LPD, our service is performance-driven, combining dedicated and experienced employees, a strategic Mid-Atlantic location, and excellent rail and road connections to offer transloading and cargo-handling that is safe, efficient and focused on your cargo-handling requirements

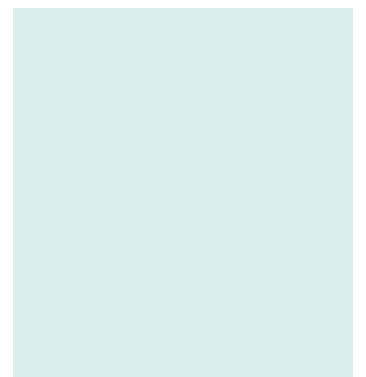
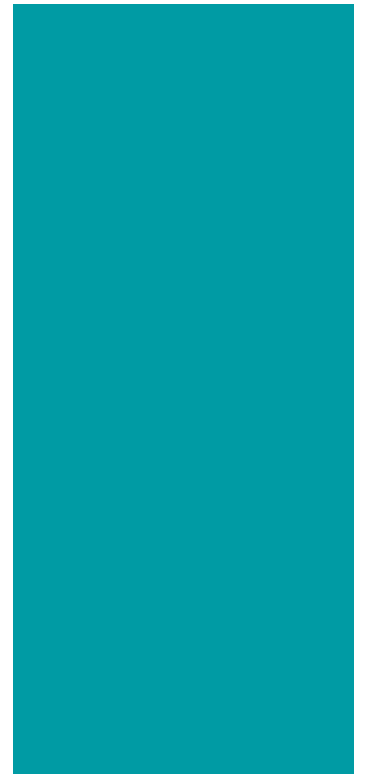


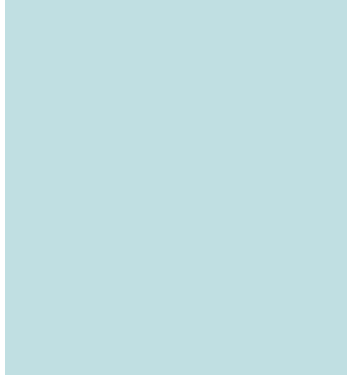
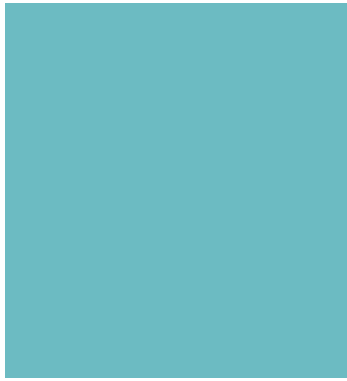
LPD is only two hours' sailing time from the open sea and lies within a day's travel of nearly half the nation's industrial business centers. From LPD, your cargo can be en route to destination quickly with easy connections to the Norfolk Southern railway network and convenient access to the interstate highway system.





For more than 65 years, LPD has served shippers, manufacturers and cargo brokers by fulfilling their import and export needs. Situated on one of the U.S. East Coast's finest natural, deepwater harbors, with a channel depth of 45 feet, LPD is ideally positioned to serve world markets. The contiguous natural harbor offers protection against severe weather, and vessels encounter no bridges between the docks and the open sea.



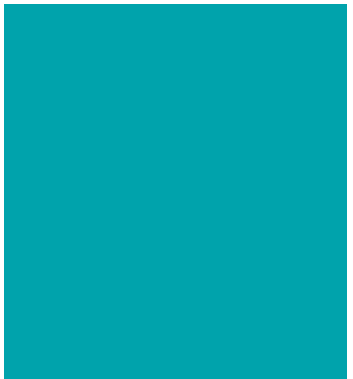


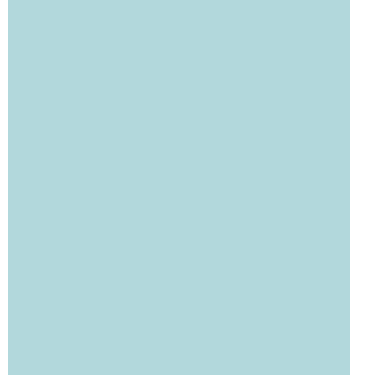
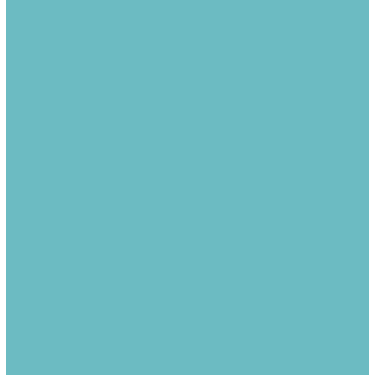
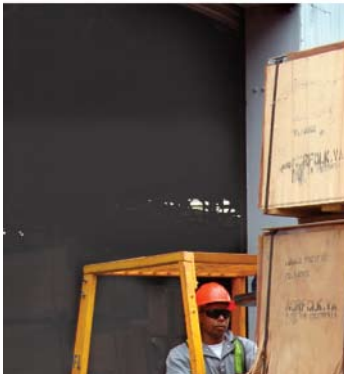
NORFOLK SOUTHERN RAILWAY SYSTEM

- Existing NS Lines & Rights/ Conrail Lines & Rights Operated by NS
- - - NS Trackage/Haulage Rights
- Conrail Shared Assets Areas

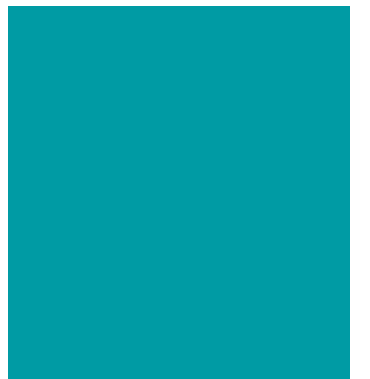
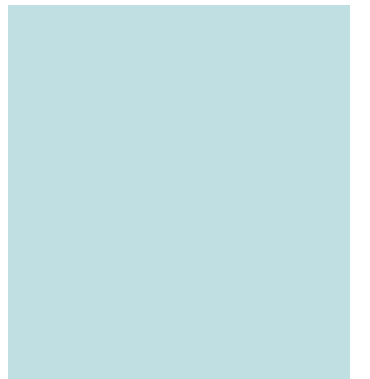
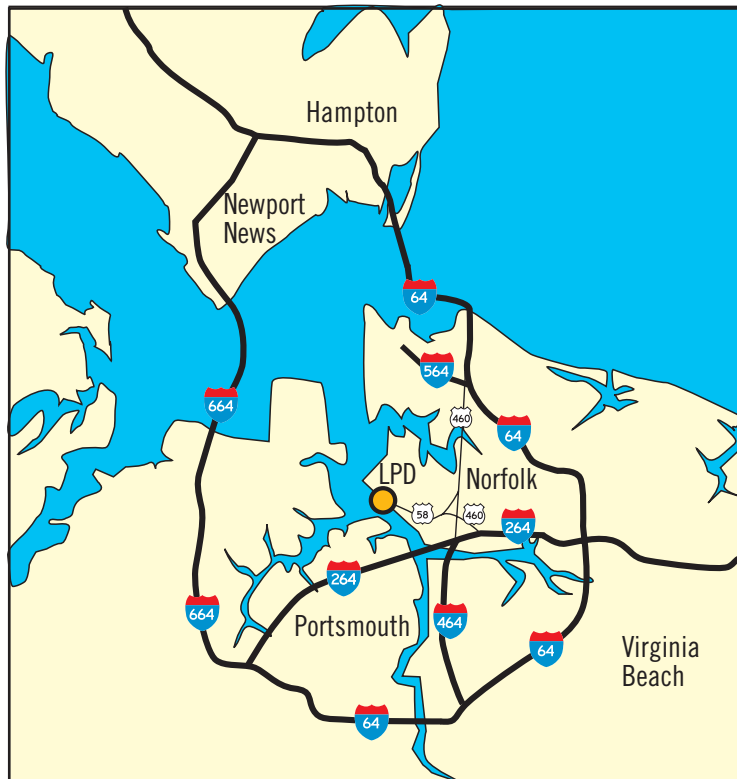
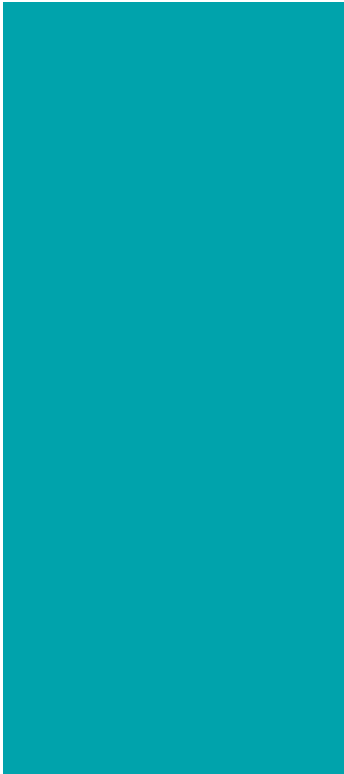
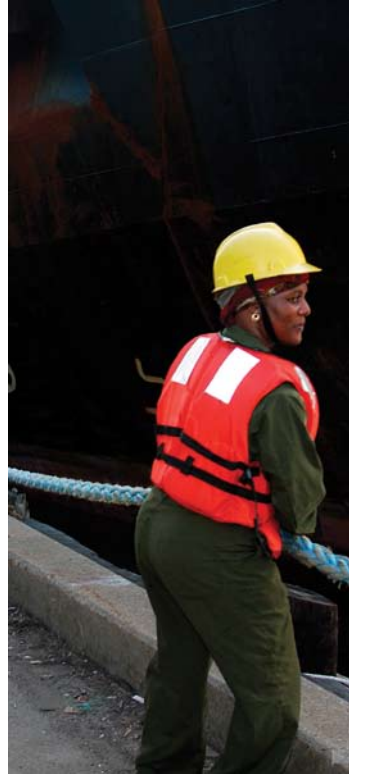


As a subsidiary of Norfolk Southern Corporation, the Thoroughbred of Transportation, LPD offers easy rail connections and access to valued-added services including commodity-specific distribution networks, warehouse storage and supply chain management. LPD features direct rail access to Norfolk Southern’s rail network, which operates in 22 states and Canada and offers links to all other major railroads. Easy connections are also available by highway, as the docks are conveniently located within two miles of key interchanges for the interstate highway system, affording you the power of choice in transportation.





Lambert's Point Docks is among Virginia's largest break-bulk marine terminals, encompassing 117 acres with 1.2 million square feet of covered and outdoor acreage. LPD has the capacity to move more than a half-million tons of cargo annually, including forest products, crude rubber, general breakbulk cargo and project cargo.





Lambert's Point Docks keeps customers and their goods in mind by providing around-the-clock security personnel; and, the enclosed facility is compliant with all Federal and Maritime regulations. Our professional, dedicated labor force further enhances LPD's capabilities with their commitment to moving your cargo safely and efficiently.

The docks feature two finger-piers with a minimum depth of 32 feet at berths, which can accommodate six vessels or as many as four panamax vessels simultaneously. A specialized fleet of material-handling equipment is available to handle virtually any commodity. Special features include heavy loading/unloading equipment, mobile ramps, rail ramps and some cold storage. Scales and tugboats are also on the premises. In addition, lay berth rentals can be arranged and warehouse or outdoor storage is available for lease.

Please refer to inserts for service and commodity-specific details.

For more information, contact:

Corine Barbour

General Superintendent

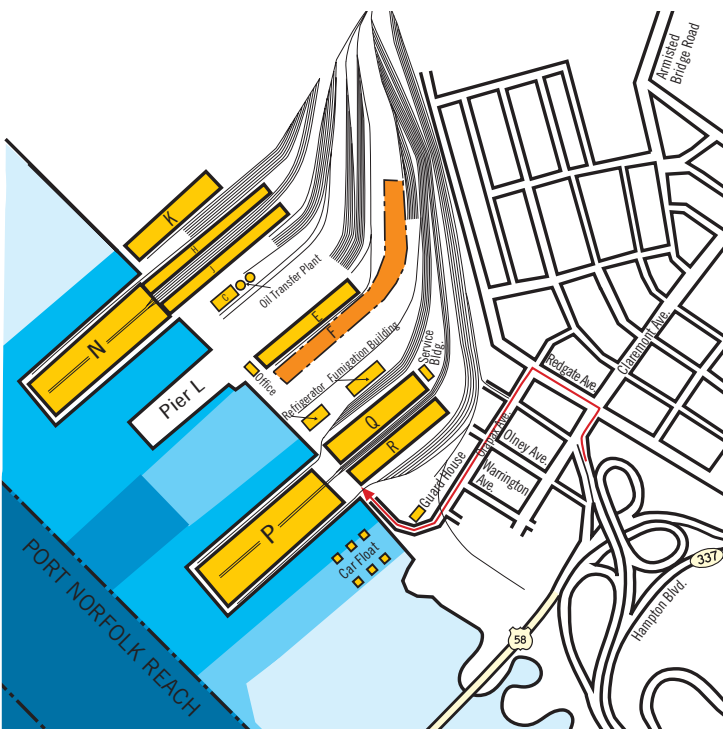
(757) 446-1212 phone

(757) 446-1253 fax

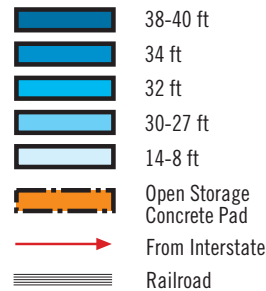
corine.barbour@nscorp.com

www.nscorp.com

Lambert's Point Docks, Inc. is a subsidiary of Norfolk Southern Corporation

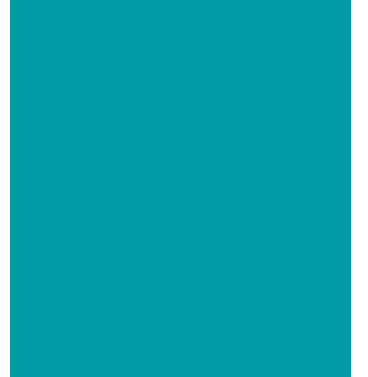
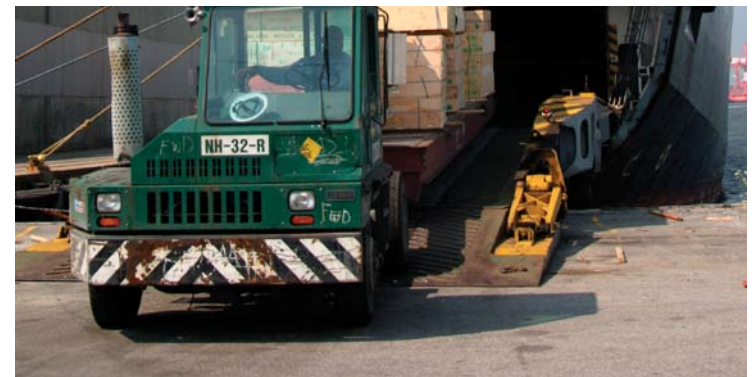
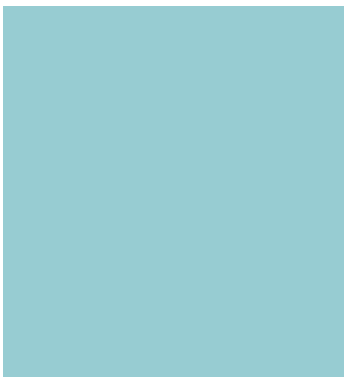
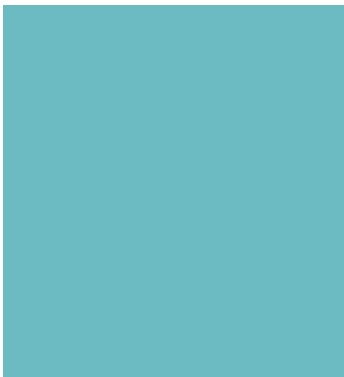
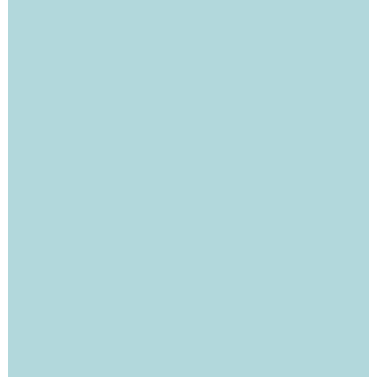
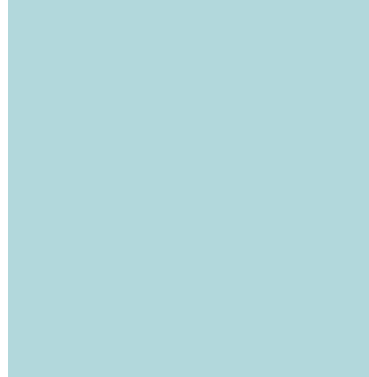
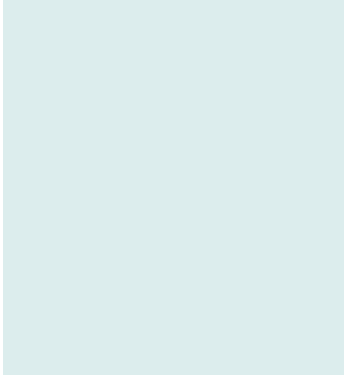
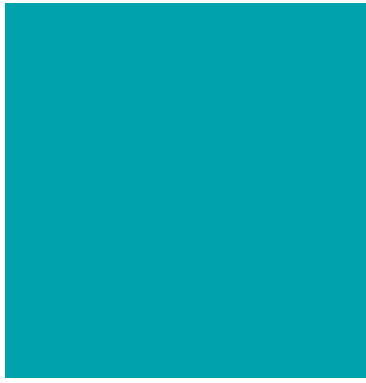


LAMBERTS POINT TERMINAL



WAREHOUSE DIMENSIONS

Bldg.	Square Feet	Square Meters
D	87,750	7,898
E	95,370	8,563
H	94,450	8,500
J	94,450	8,500
K	94,480	8,500
N	320,000	28,800
P	326,000	29,340
Q	81,800	7,362
R	81,800	7,362





Your Mid-Atlantic Gateway for Transloading **FOREST PRODUCTS**

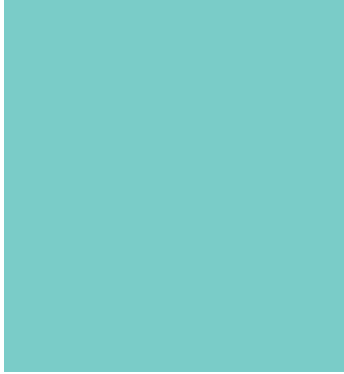
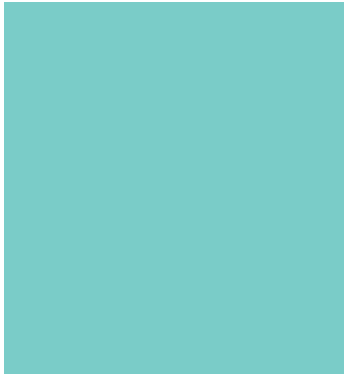
At Lambert's Point Docks, Inc. (LPD), import and export transloading services are performance-driven. Performance-driven transloading is safe, efficient and focused on handling your forest products according to your cargo-handling needs. Our employees are experienced in handling breakbulk cargo safely and efficiently, and are experts at handling a variety of wood products including decking, plywood, Russian birch, environmentally-certified rainforest products, telephone poles and other wood products.

LPD is among Virginia's largest breakbulk marine terminals, with 1.2 million square feet of covered warehouse storage and outdoor acreage and the capacity to move more than 500,000 tons of forest products annually. Situated on one of the East Coast's finest natural, deep-water harbors, with a channel depth of 45 feet, LPD is ideally positioned to serve the world's forest product markets. The contiguous harbor offers protection against severe weather, and vessels encounter no bridges between the docks and the open sea. During the past five years, LPD has transloaded more than 500,000 tons of forest products to and from countries all over the world.

As a subsidiary of Norfolk Southern Corporation, the Thoroughbred of Transportation, LPD features direct rail access to the Norfolk Southern Railway system, which operates in 22 states and Canada with links to all other major railroads. In addition, the docks are conveniently located within two miles of key interchanges for the interstate highway system, affording you the power of choice in transportation. LPD's strategic location is within a day's travel of nearly half of the nation's industrial and business centers.

TOTAL LUMBER DISTRIBUTION SOLUTIONS

Your company can gain competitive advantage by improving the flow of information and products. LPD further extends your power of choice through its affiliation with MODALGISTICS sm, Norfolk Southern Corporation's logistics business unit. MODALGISTICS' Total Lumber Distribution Solutions group will partner with you to offer complete supply chain management through LPD. When your forest product is ready for market, the MODALGISTICS team will work with you to get it where you want, when you want it there. They focus on creating and implementing supply chain solutions that lower total delivery cost and improve delivery reliability.



For more information, contact:

Corine Barbour

General Superintendent

(757) 446-1212 phone

(757) 446-1253 fax

corine.barbour@nscorp.com

www.nscorp.com

Lambert's Point Docks, Inc. is a subsidiary of Norfolk Southern Corporation



Your Mid-Atlantic Gateway for Transloading **NATURAL CRUDE RUBBER**

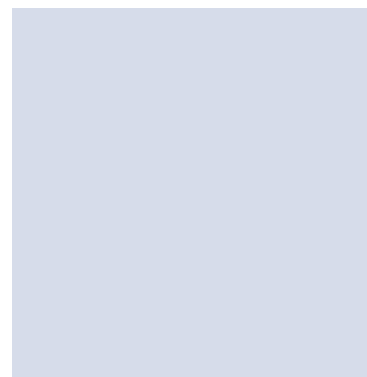
At Lambert's Point Docks, Inc. (LPD), transloading services for imported crude rubber are performance-driven. Performance-driven transloading is safe, efficient and focused on your cargo-handling requirements. Our employees are experienced in handling breakbulk cargo safely and efficiently, and are experts at handling crude rubber products.

LPD is among Virginia's largest breakbulk marine terminals with 1.2 million square feet of covered warehouse storage space and outdoor acreage, and the capacity to move more than 100,000 tons of crude rubber annually. Situated on one of the East Coast's finest natural, deep-water harbors, with a channel depth of 45 feet, LPD is ideally positioned to serve the world's rubber markets. The contiguous harbor offers protection against severe weather, and vessels encounter no bridges between the docks and the open sea. During the past five years, LPD has transloaded more than 340,000 tons of crude rubber from locations around the globe.

As a subsidiary of Norfolk Southern Corporation, the Thoroughbred of Transportation, LPD features direct rail access to the Norfolk Southern Railway system, which operates in 22 states and Canada with links to all other major railroads. In addition, the docks are conveniently located within two miles of key interchanges for the interstate highway system, affording you the power of choice in transportation. LPD's strategic location is within a day's travel of nearly half of the nation's industrial and business centers.

TOTAL DISTRIBUTION SOLUTIONS

Your company can gain competitive advantage by improving the flow of information and products. LPD further extends your power of choice through its affiliation with MODALGISTICS sm, Norfolk Southern Corporation's logistics business unit. MODALGISTICS will partner with you to offer complete supply chain management through LPD. When your crude rubber is ready for market, the MODALGISTICS team will work with you to get it where you want, when you want it there. They focus on creating and implementing supply chain solutions that lower total delivery cost and improves delivery reliability.



For more information, contact:

Corine Barbour

General Superintendent

(757) 446-1212 phone

(757) 446-1253 fax

corine.barbour@nscorp.com

www.nscorp.com

Lambert's Point Docks, Inc. is a subsidiary of Norfolk Southern Corporation



Your Mid-Atlantic Gateway for Transloading **SPECIAL PROJECT CARGOES**

At Lambert's Point Docks, Inc. (LPD), transloading service for your project cargo is performance-driven. Performance-driven transloading is safe, efficient and focused on your cargo-handling requirements. Our employees are experienced at handling a wide variety of project cargo, including turbines, transformers, generators, locomotives and other heavy and oversized equipment, according to your needs. The terminal features specialized heavy loading/unloading equipment, mobile ramps and more to help move your project cargo safely and efficiently.



Project cargo moving through Lambert's Point Docks have weighed in excess of 450,000 lbs or more and have been shipped overseas to markets around the globe. Situated on one of the East Coast's finest natural, deep-water harbors, with a channel depth of 45 feet, LPD is ideally positioned

to serve world markets. The contiguous harbor offers protection against severe weather, and vessels encounter no bridges between the docks and the open sea. The docks feature two finger piers with a minimum depth of 32 feet at berths, which can accommodate as many as four panamax vessels simultaneously.

As a subsidiary of Norfolk Southern Corporation, the Thoroughbred of Transportation, LPD features direct rail access to the Norfolk Southern Railway system, which operates in 22 states and Canada with links to all other major railroads. In addition, the docks



are conveniently located within two miles of key interchanges for the interstate highway system, affording you the power of choice in transportation. LPD's strategic location is within a day's travel of nearly half of the nation's industrial and business centers.



For more information, contact:

Corine Barbour

General Superintendent

(757) 446-1212 phone

(757) 446-1253 fax

corine.barbour@nscorp.com

www.nscorp.com

Lambert's Point Docks, Inc. is a subsidiary of Norfolk Southern Corporation



Your Mid-Atlantic Gateway for Transloading **PROFILE**

KEY ATTRIBUTES

- Among Virginia's largest breakbulk marine terminals
- Capacity to move more than a half-million tons of general cargo annually

SECURITY

- Enclosed facility
- 24-hour security personnel
- Compliant with Federal and Maritime regulations

PHYSICAL CHARACTERISTICS

- 117 acres
- 1.2 million square feet of covered warehouse storage space with outdoor acreage
- Two finger-piers with a minimum depth of 32 feet at berths
- Six berths
- Natural deep-water harbor with channel depth of 45 feet

LOCATION

- Located two hours from the open sea
- Direct rail access
- Links to all other major railroads
- Located within two miles of I-64
- Situated within a day's travel of nearly half the nation's industrial business centers

SPECIAL FEATURES

- Heavy loading/unloading equipment
- Mobile ramps for off-loading
- Two articulated, 50-ton gantry cranes with automatic spreader bars
- Scales on premises
- Tugboats on premises
- Refrigeration available

COMMODITIES

- Rubber
- Wood products
- Machinery/special projects cargo
- Most breakbulk cargo
- Customized supply chain solutions available

ADDITIONAL SERVICES

- Lay berth rentals
- Warehouse space and acreage for lease



For more information, contact:

Corine Barbour

General Superintendent

(757) 446-1212 phone

(757) 446-1253 fax

corine.barbour@nscorp.com

www.nscorp.com

Lambert's Point Docks, Inc. is a subsidiary
of Norfolk Southern Corporation