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March 28, 2008

Mr. Keith A. Orris  
Vice President for Administrative Services  
and External Affairs  
Franklin & Marshall College  
P.O. Box 3003  
Lancaster, PA 17604-3003

Dear Keith:

This letter is in response to our recent discussions regarding locomotive idling.

Norfolk Southern has in place an idling reduction policy across its facilities to forestall unnecessary idling, and follows this policy at Dillerville yard in Lancaster. Norfolk Southern takes seriously its responsibility to be a good neighbor. We would like to assure you that Norfolk Southern's policy is to idle locomotives only when needed for operational or safety requirements. In addition to the manual shut-down policies we have had in place for decades, we are now using technology on some locomotives that enables us to increase the frequency with which locomotives are shut down. This technology includes automatic engine stop-start ("AESS"), which monitors certain operational parameters and will stop and start a locomotive when particular set points for these parameters have been satisfied, and auxiliary power units ("APUs"), which use a small engine to keep coolant warm, thus permitting shut down of the main locomotive engine in freezing temperatures. Almost half of our yard and local fleet is equipped with idle reduction technology, and Norfolk Southern continues to work toward equipping the remainder over time. Reduced idling, of course, will decrease locomotive fuel consumption and emissions, and will decrease noise and lighting from operational locomotives.

While it is Norfolk Southern's policy to reduce idling to the extent feasible, railroad operations by their nature require that locomotives remain running for a variety of reasons. Due to operational constraints, it is simply not feasible to prohibit all idling at a yard. Rail yards like the one Norfolk Southern currently operates in Lancaster are complex operations, dedicated to moving freight into, around and through the yards as quickly, efficiently and safely as possible. At rail yards

especially, locomotives must idle for safety and operational reasons. Locomotives will idle, for instance, where trains await the switching and pickup of cars for movement. Because the locomotive coolant does not contain antifreeze, engines must be kept idling at cold temperatures to avoid freezing of the coolant and cracking of the engine block. In addition, many of the systems on a locomotive, including heating and air conditioning equipment, brake pressure, communications and other important equipment, require that the engine remain operative unless the locomotive is intended to be inoperable for a long time. Turning a locomotive engine off and then back on within a relatively short time period is not always practical. Restarting a locomotive engine and ensuring that the locomotive and its attached train have fully charged brakes is a time consuming procedure – often between one and one and one-half hours depending on train length – especially in cold weather.

We hope that this explanation of Norfolk Southern's idling policy is helpful in your discussions with the community regarding Franklin & Marshall College's proposed project.

Sincerely,

A handwritten signature in cursive script that reads "Rudy". The signature is written in dark ink and is positioned below the word "Sincerely,".