

NORFOLK AND WESTERN RAILWAY
PROGRAM FOR
INTERNATIONAL CONTAINERIZATION

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Norfolk and Western
Railway Company

TOFC-COFC Department
Roanoke, Virginia U.S.A.

CONTAINERIZATION ON NORFOLK AND WESTERN RAILWAY SYSTEM

The Norfolk and Western is the leading Eastern American Railroad proponent of the concept of handling international container traffic. The Norfolk and Western, including Dereco Subsidiary Lines, operates 12,000 miles of track in 15 Eastern, Midwestern and Southern states and 2 Canadian provinces. In addition to this single-line service, the Norfolk and Western System can reach through interchange agreements every major distribution center in the entire North American Continent. In effect, the Norfolk and Western Railway System has the capability of providing service from East Coast to West Coast, Canada and Mexico. The territory served directly by the Norfolk and Western Railway System accounts for 60% of the total export freight of the United States.

In the Hampton Roads, Va. area the Norfolk and Western Railway serves directly Norfolk International Terminals, Lamberts Point Docks and Portsmouth Marine Terminal (via NPBL Switch Line). The Norfolk and Western also serves the North Atlantic ports of Baltimore, Philadelphia, New York and Boston via connecting railroads.

Norfolk International Terminals

Norfolk International Terminals is located in the City of Norfolk, Virginia, which is the second largest container port on the East Coast of the United States. Six major steamship lines offer full container service on weekly schedules. The Norfolk and Western Railway terminates within Norfolk International Terminals, thereby minimizing the necessity of drayage and rehandling.

Portsmouth Marine Terminal

Portsmouth Marine Terminal is located in the City of Portsmouth, Virginia. Main line N&W Railway TOFC-COFC service to Portsmouth Marine Terminal is accomplished by means of interchange with the Norfolk-Portsmouth Belt Line Railroad which serves the terminal direct.

Lamberts Point

Lamberts Point Docks, located in the City of Norfolk, Virginia, are essentially a general cargo terminal having a capability for handling containers to and from general purpose combination ships and are served directly by Norfolk and Western main line system.

Switching Charges

There are no switching charges for containers or trailers originating or terminating within the Official or Eastern Territory at either Norfolk International Terminals, Portsmouth Marine Terminal or Lamberts Point, however, a nominal switching charge is in effect for containers and/or trailers originating or terminating in Southern Territory.

Port of Baltimore, Maryland

The Norfolk and Western Railway System, by using through train expedited service over the Western Maryland Railway as a bridge carrier, serves Port of Baltimore, Maryland and containers can be handled between all major Norfolk and Western TOFC terminals and the Port of Baltimore.

Port of Philadelphia

The Norfolk and Western Railway System in connection with the Western Maryland and Reading Railroads serves all the port facilities of Philadelphia, Pennsylvania.

Port of New York

The Norfolk and Western through its subsidiary, the Erie Lackawanna, directly reaches the major port facilities of New York. In addition to the Erie Lackawanna, service to the major port areas of New York City can be provided on a through train basis through the use of the Lehigh Valley and Central of New Jersey Railroads.

The Central of New Jersey Railroad has recently opened perhaps the most modern rail container handling facility in the U. S. which is directly adjacent to the Sealand-ITO complex. Containership lines serving this facility are listed in Appendix D. Expedited run-through service is provided by our joint NW-LV-CNJ Apollo trains between the CNJ Portside Terminal and Chicago. Virtually all of the Midwest is reached by CNJ-LV-NW services.

Port of Boston

The Norfolk and Western in connection with the Boston and Maine directly reaches the major port facilities of Boston.

Canadian Ports

International freight arriving Canadian ports can be handled via Norfolk and Western Railway System by connections at Detroit. By use of this service the Norfolk and Western is able to serve many Midwestern points direct and through its connections at Kansas City is able to serve the Far West.

West Coast Ports

By means of through train expedited service with connections at Kansas City, container traffic handled at West Coast ports can be moved to and from Norfolk and Western TOFC terminals throughout the Midwest. The Norfolk and Western is unique in the fact that it is the only railroad operating both east and west of Chicago and St. Louis and traffic moving via our Kansas City gateway avoids these congested terminals, offering superior service not only to Norfolk and Western TOFC terminals but also to TOFC terminals on other lines farther east.

A list of all full container lines serving all major North Atlantic Ports will be found in Appendix D.

TOFC-COFC Service on Norfolk and Western

The Norfolk and Western is known as the most progressive TOFC-COFC carrier in the United States. We maintain 51 TOFC terminals in 11 states. All of these terminals can handle TOFC, and COFC can be handled as follows:

Norfolk area - Norfolk International Terminals, Norfolk, Va.
Portsmouth Marine Terminal, Portsmouth, Va.
Lamberts Point Docks, Norfolk, Va.

Baltimore - WM Railway Port Covington Ramp

New York - CNJ Railway Portside Terminal

Boston - Massachusetts Port Authority Piers

NW interior lift-on/lift-off facilities:

Chicago
St. Louis
Detroit

NW interior side transfer locations (Steadman) requiring bolster cars to be used:

Columbus, Ohio
Cleveland, Ohio
Roanoke, Virginia
Peoria, Illinois
Welland, Ontario

Traffic can be handled between the above locations and Western Ramps where COFC facilities are located.

Detroit, Michigan

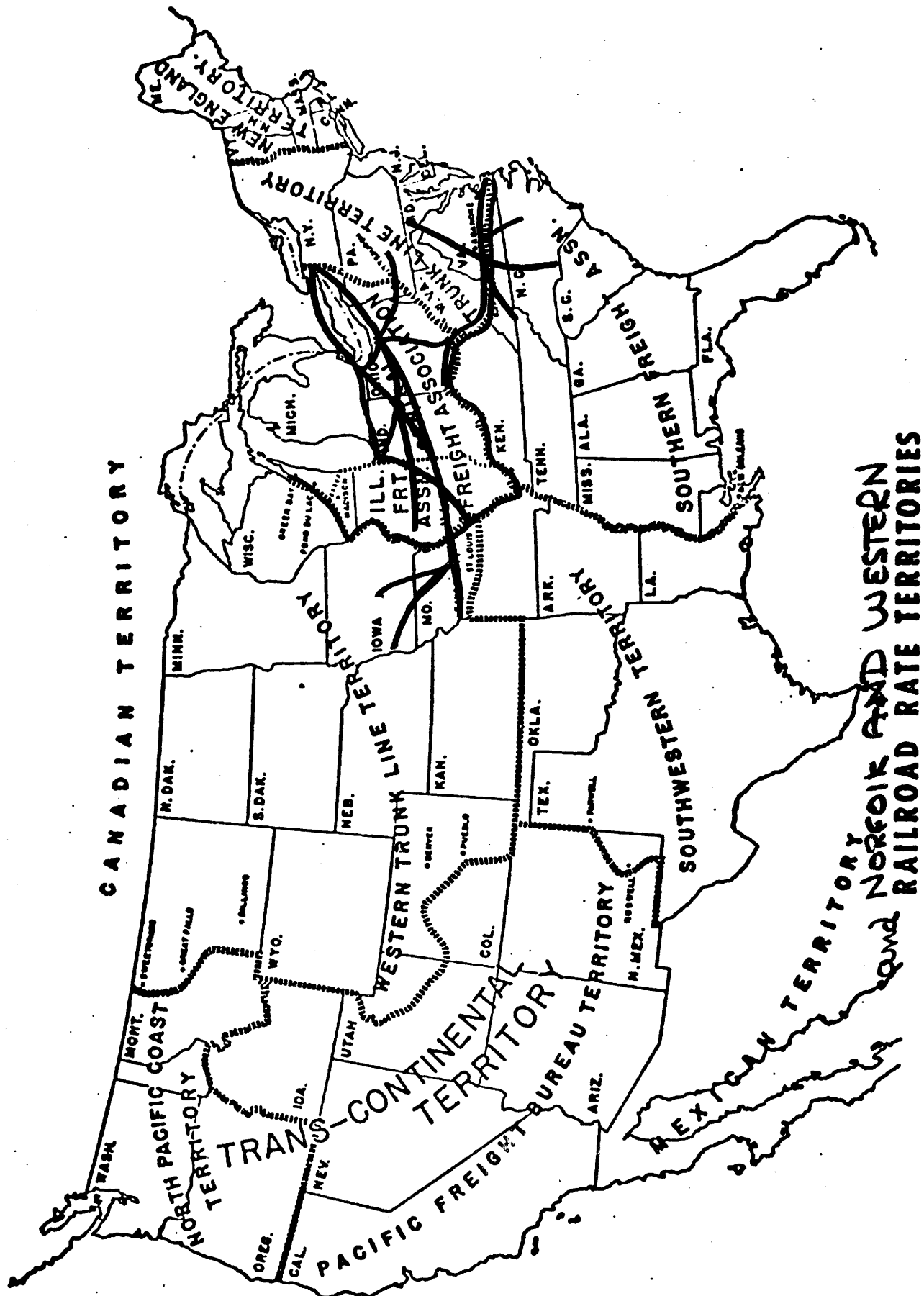
COFC service at Detroit is offered on traffic moving between Detroit and (1) Eastern ports and (2) certain West Coast ports when routed by Kansas City. There is a charge for performing this service assessed by our contractor. Questions regarding this charge can be directed to TOFC Terminal Supervisor W. E. Harness, N&W Railway, 1375 South Dix Detroit, Michigan, telephone 313-843-4935, or System Container Coordinator J. F. Capell, N&W Railway, 8 North Jefferson Street, Roanoke, Virginia, telephone 703-981-4568.

We expect to shortly have a new COFC facility in Detroit which will handle containers on the same basis as our St. Louis and Chicago facilities and ask you to keep in close contact with Bill Harness as to developments.

Rate Territories

The United States from a rail system standpoint is divided into various rate territories, the major ones being Official (or Eastern) Territory, Southern Territory and Western Territory. Figure 1 shows that the Norfolk and Western serves not only Eastern Territory but also Southern and Western and part of Canada.

FIGURE 1



Container service offered by the Norfolk and Western

Containers moving on chassis or bogies are considered the same as highway trailers and rates normally applying to TOFC moves are used. The Norfolk and Western offers all the major plans of TOFC service, however, the most popular plans used to move marine containers are Plans II, II $\frac{1}{2}$, III and V, which are explained below.

Plan II

Plan II is the movement of a marine container under an interchange agreement which allows per diem payments by the Norfolk and Western to the steamship line for use of the container when under load. Plan II provides pick-up service at the port and delivery service at destination. Plan II permits one free empty movement of a container to a point at which it will be loaded for return movement via the Norfolk and Western.

Plan II $\frac{1}{2}$

Plan II $\frac{1}{2}$ is similar to Plan II except the customer or steamship company is responsible for the pick up at the port and delivery at destination. The drayage expense is partially offset on traffic moving through Norfolk, Virginia to and from Official or Eastern territory by the fact that the Norfolk and Western will place cars at Norfolk International Terminals, Portsmouth Marine Terminal or Lamberts Point Docks free of charge.

Plan III

Plan III service is movement of steamship companies' containers on a terminal to terminal basis whereby the customer or steamship company makes its own arrangements for drayage at both ends. Under this plan no allowance is made for per diem and no empty moves are made. Special Plan III rates are also available between New York and Welland, Ont.

Two other plans are frequently used to move containers, they are Plan IV and V.

Plan IV

Plan IV, which involves the movement of shippers' or steamship companies' owned or leased containers and flatcars, is mainly used between western ports and interior points.

Plan V

Plan V is an arrangement whereby railroads cooperate with motor carriers to reach cities by highway beyond railroad TOFC terminals.

Three Container Rates

New three container rates are now available between New York, Philadelphia, Baltimore and Norfolk and Bellevue, Chicago, Cincinnati, Cleveland, Columbus, Detroit, E. St. Louis, Peoria, Roanoke, St. Louis and Toledo. These rates are found in NW Tariff 1031.

These are FAK rates on dry freight and frozen foods and are for three containers not exceeding 27 ft. in length on one car.

Also published in NW 1031 are three container rates between Detroit, Mich.; and Cleveland, O., Chicago, Ill. and Peoria, Ill. designed to handle containers by Canadian ports.

We also publish a special Plan III tariff (NW 1039) between New York (Elizabethport, N.J.) and Welland, Ont. via CNJ-LV or EL-NW on three or four containers per car.

Rates covering the movements of containers under any of these plans are published in various railroad and territorial tariffs which can be obtained by addressing Mr. R. B. Short, Director TOFC-

COFC, Norfolk and Western Railway Company, 8 North Jefferson Street, Roanoke, Virginia 24011. We will be glad to furnish specific quotations on any movements by corresponding with the same address, or, if you prefer, telex 82-9421 or telephone (703) 981-4412.

TOFC-COFC Inland Terminals

Some of the major interior TOFC-COFC terminals served by the Norfolk and Western System are described below:

Chicago, Illinois

The Norfolk and Western operates two TOFC terminals in Chicago. Our Calumet Yard handles container traffic to and from all East Coast ports and is capable of handling both TOFC and COFC movements. Our Landers Yard handles only TOFC traffic arriving from West Coast ports when routed via Kansas City and Canadian traffic routed via Detroit. When necessary, containers arriving from the West Coast or Canada flush on the car can be switched to our Calumet Yard for unloading.

St. Louis, Missouri

The Norfolk and Western operates two terminals in St. Louis, Missouri area as follows:

Luther Yard in St. Louis, Missouri is equipped to handle both TOFC and COFC traffic arriving from the West Coast when routed via Kansas City. Containers arriving flush on the car from Canadian and East Coast ports are handled at Luther. All containers arriving with wheels at St. Louis from East Coast ports are unloaded at East St. Louis, Illinois.

Detroit, Michigan

The Norfolk and Western Railway has the capability of handling containers flush on the car between Detroit and Eastern ports. We also handle traffic between Detroit and Western ports, but this traffic will be routed by our Kansas City gateway. Certain restrictions regarding this service are outlined on page 5.

Peoria, Illinois

The Norfolk and Western terminal at Peoria, Illinois is capable of handling both TOFC and COFC movements to and from the ports of Norfolk, Baltimore, New York and several ports on the West Coast. This service is currently limited to the Steadman Side Transfer System requiring bolster cars. The same is true at Cleveland, O.; Columbus, O.; Roanoke, Va. and Welland, Ont.

Chassis furnished by Norfolk and Western

The Norfolk and Western will make chassis available for local delivery and terminal work at Chicago, St. Louis and Detroit and all locations where the Steadman System is in operation, i.e., Peoria, Roanoke, Columbus, Cleveland and Welland.

Land Bridge

The Norfolk and Western by virtue of its lines extending East and West of the Midwestern gateways of Chicago and St. Louis is ideal to form a land bridge across the country connecting the Atlantic and Pacific. Containers arriving the East Coast can be promptly dispatched across the continent by Norfolk and Western and its connections to Western ports for subsequent water movement beyond, thus saving container ship operators valuable time. The

same principle also applies on containers arriving United States ports destined Canada and Mexico for export or domestic consumption. The Norfolk and Western was the first Eastern United States Railroad to develop a practical land bridge program based on incentive rates that allows the shipper to achieve substantial savings based on volume of containers involved. Container movements of land bridge traffic are moved regularly under these arrangements.

There are now a multitude of land bridge arrangements between Europe and Asia via the U.S.; between Europe and the West Coast, between the East Coast and the Orient and between the East Coast and Hawaii.

For example, by using the Seatrain Train/Sea concept from an Eastern city to Hawaii, a shipper can receive a single bill versus a Plan II $\frac{1}{2}$ and Plan IV or outer container rule and ocean rate thus saving money and confusion. These rates are the same as water rates from East Coast ports. A shipper can save the inland drayage to the East Coast port by using Train/Sea direct from NW ramp points named in the tariff to the West Coast.

This is just one example of the savings available under the "land bridge" concept. This concept is available for many steamship lines and we will be glad to acquaint you with the various services offered.

Railroad TOFC-COFC Cars

The Norfolk and Western is a member of the Trailer Train Company which maintains a supply of cars to handle TOFC-COFC movements for the United States railroads. There is a variety of standard and special service cars available to handle any combination of containers with or without chassis.

Personnel

System Container Coordinator - In order to secure equipment and expedite transit, Norfolk and Western has a System Container Coordinator located in Roanoke, Virginia who can be reached at telex number 82-9421 and telephone number (703) 981-4564. The System Container Coordinator can make arrangements to handle any container move via any of the above ports to all Norfolk and Western TOFC-COFC terminals and many other points throughout the North American Continent.

Container Pricing Specialist - Norfolk and Western also has a Container Pricing Specialist at Roanoke, Virginia who dedicates his full time to working with inland portion of international moves.

Sales Offices

N&W maintains sales offices in 63 cities throughout the U. S. and Canada. These offices whose addresses and telephone numbers are listed in Appendix A can be of valuable assistance in handling container traffic over the N&W System. Foreign Commerce and TOFC/COFC Specialists are located in key cities as outlined below. The cities having such offices are marked (FC - Foreign Commerce) and TOFC-COFC (Trailer and Container on Flat Car) in Appendix A.

Foreign Commerce Offices

In addition to the 63 sales offices mentioned above, the Norfolk and Western has foreign commerce specialists in New York, Norfolk and Chicago. These offices can provide any information needed on ships' sailings, bookings, ships' agents, etc.

TOFC-COFC Specialist - The Norfolk and Western also has specialists in TOFC-COFC in New York, Cleveland, Chicago, Cincinnati, St. Louis, Roanoke and Atlanta who can provide special information on container movements. All Norfolk and Western sales offices can help your representative in the United States with container movement information. If you prefer, any questions dealing with container movements throughout North America can be directed directly to R. B. Short, Director TOFC-COFC Highway Services, 8 North Jefferson Street, Roanoke, Virginia 24011.

GLOSSARY OF TERMS

Rate Territories - The United States is divided into various rate territories as defined on Page 5. Various rail traffic agencies exist in each territory which oversee the development and publication of freight rates. The rates for service rendered vary according to plan.

Routes - Routes are the rail lines over which traffic moves. Due to its geographical location the Norfolk and Western can reach most major metropolitan areas in Official Territories and can reach most all metropolitan areas throughout the North American Continent by joint routes with other railroads.

TOFC Terminal - A city or town where the railroad can physically load and unload trailers or containers with wheels on flat cars. The Norfolk and Western operates 52 ramps in 11 states as shown in Appendix B. This operation is done circus style whereby a truck tractor backs up an inclined ramp placed at the end of a track to load or remove a trailer or container with wheels.

Lift-off/Lift-on - Capacity is provided at Chicago, St. Louis and Norfolk by the Norfolk and Western and at Detroit by International Great Lakes Company (see page 5). At these points containers with or without wheels can be lifted from the flatcar. At Peoria, Ill.; Roanoke, Va.; Columbus, O.; Cleveland, O. and Welland, Ont. containers can be removed by sliding over a side loading device and bolster cars are required.

Substituted Service - The Norfolk and Western maintains TOFC ramps in major metropolitan areas, railroad junction points and terminals. While many areas offer potential freight, it is not feasible to maintain a physical ramp at these points. Often, however, the railroad will contract with a truck line to move trailers or containers to and from ramp points to an outlying point served by the tracks of the railroad company. A list of these points is found in Appendix C.

TOFC-COFC Service (Popularly known as piggyback) - Transportation involving movement of trailers or containers on flatcars.

Railroad Interchange - All American Railroads with a very few isolated exceptions are of the same gauge. Therefore it is possible for all railroads to interchange traffic with each other. While this is frequently done, the Norfolk and Western is big enough to both originate and terminate a tremendous amount of its own freight.

Trailer Train - A company owned by many United States railroads that supplies flatcars to handle trailers and containers.

Trailer - A vehicle used in trailer or freight car service constructed for the transport of commodities from point to point via highway, equipped with suitable undercarriage and wheels and with a device for coupling to self-powered tractor for movement.

Container - A unit for transporting commodities in trailer or container on freight car service from point to point, constructed in such a manner that it may be mounted and secured on a car, chassis or bogie for the purpose of such movement.

Bogie-Chassis - A wheel assembly constructed to accept mounting of containers.

Tractor - A self-propelled highway vehicle designed to dray trailers or containers over the street.

NORFOLK AND WESTERN SALES OFFICES

<u>OFFICE</u>	<u>TELEPHONE</u>
ATLANTA, GA. - 30341 - Suite 101, 5 Dunwoody Park (TOFC-COFC)	<u>404</u> -458-6837
BALTIMORE, MD. - 21202 - 1415 Maryland National Bank Bldg.	<u>301</u> -752-6237
BIRMINGHAM, ALA. - 35203 - 900 Bank for Savings Bldg., 1919 Morris Avenue	<u>205</u> -251-6209
BLUEFIELD, W. VA. - 24701 - P. O. Box 1010	<u>304</u> -327-8011
BOSTON, MASS. - 02110 - 1011 Travelers Insurance Co. Bldg., 125 High Street	<u>617</u> -54204484
BRISTOL, VA. - 24201 - First National Exchange Bank Bldg., 1465 Lee Highway	<u>703</u> -669-7532
BUFFALO, N. Y. - 14203 - 480 Ellicott Square Building, 295 Main Street	<u>716</u> -854-4800
CANTON, OHIO - 44702 - 900 Renkert Building, 306 Market Avenue, North	<u>216</u> -453-7652
CHARLESTON, W. VA. - 25301 - 910 Kanawha Valley Building	<u>304</u> -344-3631
CHARLOTTE, N. C. - 28202 - 1901-02 Bank of North Carolina Building	<u>704</u> -332-6434
CHATTANOOGA, TENN. - 37402 - 934 Volunteer State Life	<u>615</u> -267-8055
CHICAGO, ILL. - 60604 - Room 1620, 327 South LaSalle St. (FC, TOFC-COFC)	<u>312</u> -939-1250
CINCINNATI, OHIO - 45202 - 903 Dixie Terminal Building (TOFC-COFC)	<u>513</u> -621-8201
CLEVELAND, OHIO - 44101 - P. O. Box 6119 (TOFC-COFC)	<u>216</u> -621-9000
COLUMBIA, S.C. - 29202 - 603 Columbia Building	<u>803</u> -254-3633
COLUMBUS, OHIO - 43215 - 604 Franklin Federal Building 297 South High Street	<u>614</u> -221-1371
DALLAS, TEXAS - 75230 - 5924 Royal Lane, Suite 214	<u>214</u> -691-0631
DECATUR, ILL. - 62523 - 780 East Cerro Gordo Street	<u>217</u> -423-4451
DENVER, COLO. - 80239 - Suite 531, Montbelle State Bank Bldg., 12075 E. 45th Avenue	<u>303</u> -341-2000
DES MOINES, IOWA - 50309 - 5th and Cherry Streets	<u>515</u> -244-5219
DETROIT, MICH. - 48075 - Suite 508, One Northland Plaza, Southfield, Michigan	<u>312</u> -259-1850

OFFICE

TELEPHONE

DURHAM, N. C. - 27702 - P. O. Box 3848, 605 First Union National Bank Building	<u>919</u> -682-1174
ERIE, PA. - 16501 - 1002 Palace Hardware Building, 913 State Street	<u>814</u> -452-3552
FORT WAYNE, IND. - 46803 - Nelson Road	<u>219</u> -749-9544
GREEN BAY, WISC. - 54301 - 513 Northern Building, 305 East Walnut Street	<u>414</u> -437-6537
HOUSTON, TEXAS - 77002 - 1503 Melrose Building	<u>713</u> -227-0175
INDIANAPOLIS, IND. - 46205 - Suite 106, 3969 Meadows Drive	<u>317</u> -546-4036
JACKSONVILLE, FLA. - 32202 - 1421 Seaboard Coast Line Bldg.	<u>904</u> -353-0905
KANSAS CITY, MO. - 64112 - 218 Mid-Continent National Bank Bldg., 4901 Main Street	<u>816</u> -842-5840
LIMA, OHIO - 45801 - 707 Cook Tower Building, 121 West High Street	<u>419</u> -228-3323
LITTLE ROCK, ARK. - 72205 - Suite 309, Fausett Plaza Bldg.	<u>501</u> -663-9775
LOS ANGELES, CALIF. - 90005 - Suite 302, S-B-C Bldg., 611 South Kingsley Drive	<u>213</u> -386-3360
LOUISVILLE, KY. - 40202 - 1540 Commonwealth Building	<u>502</u> -583-3653
LYNCHBURG, VA. - 24502 - P. O. Box 4253, Ft. Hill Station, N&W Passenger Station	<u>703</u> -846-5016
MEMPHIS, TENN. - 38103 - 837 Sterick Building	<u>901</u> -527-1644
MILWAUKEE, WISC. - 53203 - Suite 803 Universal Building, 231 West Wisconsin Avenue	<u>414</u> -271-1758
MINNEAPOLIS, MINN. - 55402 - 2130 Dain Tower Building	<u>612</u> -333-7231
MONTREAL 101, QUEBEC, CANADA - Room 1070, 615 Dorchester Boulevard, West	<u>514</u> -866-3571
MUNCIE, IND. - 47305 - 621 South High Street	<u>317</u> -289-4436
NEW ORLEANS, LA. - 70112 - 920 Maryland Casualty Building	<u>504</u> -522-4885
NEW YORK, N. Y. - 10017 - 4022 Pan American Building, (FC, TOFC-COFC) 200 Park Avenue	<u>212</u> -682-3355
NORFOLK, VA. - 23514 - P. O. Box 3357, Custom House Station (FC)	<u>703</u> -623-1964
OMAHA, NEBR. - 68102 - Suite 601, Omaha Grain Exchange Bldg.	<u>402</u> -342-0710

<u>OFFICE</u>	<u>TELEPHONE</u>
PEORIA, ILL. - 61611 - 101 Wesley Road	<u>309-699-6448</u>
PETERSBURG, VA. - 23803 - P. O. Box 351	<u>703-733-3851</u>
PHILADELPHIA, PA. - 19046 - 523 Benjamin Fox Pavilion, (TOFC-COFC) 261 Old York Road, Jenkintown, Pennsylvania	<u>215-224-7215</u>
PITTSBURGH, PA. - 15222 - 426 Oliver Building	<u>412-261-5388</u>
PORTLAND, ORE. - 97221 - 258 Sylvan Westgate Building 5319 S.W. Canyon Court	<u>503-297-3351</u>
PORTSMOUTH, OHIO - 45622 - Division Office Building, 17th & Chillicothe Streets	<u>614-353-0926</u>
QUINCY, ILL. - 62301 - 610 York	<u>217-222-6790</u>
ROANOKE, VA. - 24011 - General Office Building, (TOFC-COFC) 8 North Jefferson Street	<u>703-981-4000</u>
ST. LOUIS, MO. - 63101 - Railway Exchange Building, (TOFC-COFC) 611 Olive Street	<u>314-241-4700</u>
SALT LAKE CITY, UTAH - 84101 - 516 Continental Bldg.	<u>801-328-3294</u>
SAN ANTONIO, TEXAS - 78212 - 307 Kallison Tower, 1222 North Main Avenue	<u>512-222-1394</u>
SAN FRANCISCO, CALIF. - 94105 - 707 Monadnock Building, 681 Market Street	<u>415-986-1136</u>
SEATTLE, WASH. - 98101 - 436 White-Henry-Stuart Building	<u>206-624-0928</u>
SOUTH BEND, INDIANA - 46619 - 1508 Western Avenue	<u>219-287-3306</u>
SPRINGFIELD, ILL. - 62701 - 508 Myers Office Building	<u>217-528-7383</u>
TOLEDO, OHIO - 43602 - 340 South Erie Street	<u>419-248-6411</u>
TORONTO 215, ONTARIO - Room 611, 69 Yonge Street	<u>416-364-8254</u>
TULSA, OKLA. - 74135 - Suite 325, Harvard Tower Bldg., 4815 South Harvard	<u>918-747-8017</u>
WASHINGTON, D. C. - 20024 - 915 L'Enfant Plaza, North, S. W.	<u>202-554-3026</u>
WINSTON-SALEM, N. C. - 27102 - P. O. Box 2112	<u>919-722-7116</u>

NORFOLK AND WESTERN RAMP POINTS

Illinois

Charleston
Chicago
Danville
Decatur
E. St. Louis
Peoria
Quincy
Streator

Indiana

Fort Wayne
Kokomo
Lafayette
Marion
Muncie
South Bend

Iowa

Council Bluffs
Des Moines

Michigan

Adrian
Detroit

Missouri

Columbia
Moberly
Kansas City
St. Louis

New York

Buffalo

North Carolina

Winston-Salem

Ohio

Bellevue
Brewster
Cincinnati
Columbus
Conneaut
Lima
Lorain
Montpelier
Napoleon
Portsmouth
Ironton
Toledo
Warrenton

Pennsylvania

Erie
Pittsburgh

Virginia

Bassett
Martinsville
Bristol
Harrisonburg
Lynchburg
Marion
Norfolk
Radford
Roanoke
Verona
Waynesboro

SUBSTITUTED SERVICE POINTS AND RAMP APPLICATION

<u>SERVICE POINT</u>	<u>RAMP APPLICATION</u>
Alton, Ill.	
East Alton, Ill.	
Hartford, Ill.	St. Louis, Mo.
Roxana, Ill.	E. St. Louis, Ill.
Wood River, Ill.	
Edwardsville, Ill.	
St. Charles, Mo.	
Bluffton, Ind. +	Fort Wayne, Ind.
Wabash, Ind. +	
Indianapolis, Ind.	Lafayette, Ind.
Frankfort, Ind. +	
Albany, Ind. +	
Alexandria, Ind. +	
Elwood, Ind. +	Muncie, Ind.
New Castle, Ind. +	
Hartford City, Ind. +	
Red Key, Ind. +	
Niagara Falls, N.Y.	Buffalo, N.Y.
Bucyrus, Ohio +	
Clyde, Ohio	
Findlay, Ohio	Bellevue, Ohio
Fostoria, Ohio	
Marion, Ohio	
Sandusky, Ohio +	
Canton, Ohio +	
Massillon, Ohio +	Brewster, Ohio
Navarre, Ohio +	
Painesville, Ohio	Cleveland, Ohio
Circleville, Ohio *	Columbus, Ohio
Ashtabula, Ohio +	Conneaut, Ohio
	Lorain, Ohio
Martins Ferry, Ohio +	
Steubenville, Ohio +	Warrenton, Ohio
Wheeling, W.Va. +	
Yorkville, Ohio +	
Girard, Pa.	Erie, Pa.
Lake City, Pa.	
Celco, Va. +	Roanoke, Va.

+ Limited to Plan II service

* Limited to Plan II½ service

CONTAINERSHIP LINES SERVING NORTH AMERICAN PORTS

Area of Hampton Roads, Virginia

Norfolk International Terminal - via N&W Direct
 N&W and NPBL serve directly, open to SCL-SOU-C&O
 American Export Isbrandtsen
 Mediterranean Marine Lines
 Dart
 Hapag Lloyd
 Seatrain
 U. S. Lines
 Associated Container Transport
 Farrell Lines
 Finnlines

Portsmouth Marine Terminal via N&W Direct

Served by NPBL-SOU-SCL; open to N&W-C&O
 Atlantic Container Line
 Columbus Lines
 Sea-Land

Lamberts Point Dock - via N&W Direct

Open to all Norfolk lines
 Serves many break bulk ship lines
 Operating with deck loaded containers

Newport News

Served by C&O Railway
 Atlantic Lines, Ltd.
 Finnlines

Baltimore, Maryland - via N&W-WM

Dundalk Marine Terminal
 American Export Isbrandtsen
 Lines, Ind.
 Atlantic Container Line, Ltd.
 Dart Containerline, Inc.
 Hapag-Lloyd
 Mediterranean Marine Lines
 Prudential-Grace Lines, Inc.
 Seatrain Lines, Inc.
 United States Lines, Inc.

Port Covington Western Maryland Pier

Concordia Line
 American Export Isbrandtsen
 (break bulk service)
 (handles 20' containers only)
 Costa Line
 Freco Lines
 Maersk Lines
 Prudential Grace Lines
 (Venezuela Service)
 Venezuela Lines

Seager Terminal

Sea-Land Service Inc.

Canton Piers

Prudential Grace Lines
 South American Service
 U. S. Lines

Locust Point

American President Lines, Ltd.

Philadelphia, Pennsylvania - via N&W-WM-RDG

Columbus Line, Inc.
 Hapag-Lloyd
 Sea-Land Service, Inc.
 Associated Container Transport

New York, New York - via N&W-LV, N&W-EL, N&W-WM-RDG-CNJ or NW-LV-CNJ
Port Newark-Elizabeth Port Authority Marine Terminal, N.J.

American President Line, Ltd.
Associated Container Transport (USA)
Atlantic Container Line, Ltd.
*Columbus Line Inc.
*Dart Containerline Inc.
Farrell Lines Inc.
Hansa Line
Hapag-Lloyd
Meyer Line
Prudential-Grace Lines, Inc.
Sea-Land Service, Inc.
United States Lines, Inc.
Zim Israel Navigation Co., Ltd.

Staten Island, N.Y. - via N&W-WM-RDG-CNJ-SIRT
American Export Isbrandtsen Lines, Inc.
Mediterranean Marine Lines
Transamerican Trailer Transport, Inc.

Weehawken, N.J.
Seatrail

Brooklyn, N.Y.
*Fabre Line

* - Columbus Line, Dart Containerline and Fabre Line will eventually berth at Port Jersey (N.J.) Terminal, now under construction.

Boston, Massachusetts - via N&W-EL or LV-D&H-B&M
Associated Container Transport (USA)
New England Express Line
Sea-Land Service, Inc.

Canadian Container Ports

Halifax, N.S. served by CN and CP but CN is primary operator
Atlantic Container Line
Columbus Line
Dart
Zim

St. Johns, N.B. served by CP and CN but CP is primary operator
Associated Container Transport
Fabre Lines)
Hansa Lines) Atlanticia

Quebec, Que. served by CP and CN but CP is primary operator
CP Ships

Montreal, Que. served by CN and CP but CN is primary operator
Manchester Lines
Hapag Lloyd
CAST
Poseiden
Commonwealth Lines
Zim
Saguenay

Great Lake Ports

Detroit)	(Manchester Lines
Toledo)	(Hapag Lloyd
Chicago)	(

Southern Ports

Wilmington, N.C. - SCL
 Barber Line
 K-Line
 Seatrain

Charleston, S.C. - SCL-SOU
 Sea-Land
 Seatrain

Savannah, Ga. - SCL-SOU
 Swedish Atlantic
 Wilhelmsen Line
 Seatrain
 U. S. Lines

Jacksonville, Fla. - SCL-SOU
 Moore McCormick
 Sea-Land
 TMT

Gulf Ports

Mobile, Ala. - SOU-GMO-SLSF-L&N
 Gulf Container Lines

New Orleans, La. - GMO-IC-KCS-L&N-MP-SOU-SP
 Farrell Lines
 Hapag Lloyd
 Lykes Lines
 Gulf Container Lines

Houston, Tex. - SP-CRIP-MP-BN-ATSF-MKT
 Gulf Container Lines
 Sea-Land

Galveston, Tex. - MKT-BN-MP-ATSF-CRIP
 Lykes

West Coast Ports

Long Beach, Calif. - ATSF-SP-UP
 Sea-Land
 Orient Overseas Container Line
 U. S. Lines
 K-Line
 Seatrain

Los Angeles, Calif. - ATSF-SP-UP

Terminal Island	Matson
	NYK Line
	Showa Line
	Seatrain
	Johnson Line
Wilmington	U. S. Lines
	Pacific Australian Direct
	Johnson Line
	Scan Star
San Pedro	Pacific Australian Direct
	Japanese Consortium
	Pacific Far East
	American President

Oakland, Calif. - ATSF-SP-WP

Matson Terminal	Matson
	Nippon Yusen Karsha
	Showa Line
Oakland Container Terminal	Japan Line
	Yawashito Shinnahan
Marine Terminals	Johnson Lines
	Scan Star
	Pacific Australian Direct
	U. S. Lines
Port Oakland	Seatrain
	Sea-Land

San Francisco, Calif. - ATSF-SP-WP

Pacific Far East Line
 American President Lines - Pier 80
 States Lines
 Maersic Lines - Pier 50

Sacramento, Calif. - SP-WP

American President Lines
 States Lines
 Pacific Australian Direct

Portland, Ore. - BN-SP-UP

Japanese Consortium (6 lines)
 Japan Line
 Mitsui Osk Line
 K Line
 NYK Line
 Show Line
 Yamashito Shinnahan
 U. S. Lines

Seattle, Wash. - BN-CMSP&P-UP

American Mail Line
 Bakke Steamship Corp.
 Matson Lines
 States Lines
 Sea-Land
 Pacific Australian Direct
 Japanese Consortium (6 lines)
 Japan Line
 Mitsui Osk Line
 K Line

NYK Line
 Showa Line
 Yamashito Shinnahan

Tacoma, Wash. - BN-CMSP&P-UP
American Mail Line
Bakke Steamship Corpn.
Matson Lines
States Lines
Sea-Land
Pacific Australian Direct

Vancouver, B.C. - BN-CN-CP
American Mail Line
Bakke Steamship Corpn.
Matson Lines
States Lines
Sea-Land
Japanese Consortium (6 lines)
Japan Line
Mitsui Osk Line
K Line
NYK Line
Showa Line
Yamashita Shinnahan