



Norfolk Southern Corporation  
Industrial Development Department  
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**Dayne E. Tate**  
Industrial Development Manager

July 5, 2022

Do it Best Corp.  
6502 Nelson Road  
Fort Wayne, IN 46803  
Attn: Timothy E. Miller,  
Vice President of Logistics

Dear Mr. Miller,

I am writing in response to a request from Mr. Brandon Almas, an attorney with Barret McNaghy, regarding the potential reactivation of rail service at your facility located at 6502 Nelson Road, New Haven, IN 46803.

The first step to re-activating the spur and placing it into routine freight service involves an analysis of Norfolk Southern's operations and ability to serve this facility based on the anticipated freight use. Although we have not undertaken an in-depth analysis at this point, my expectation is that given the proximity of this facility to Norfolk Southern's East Wayne Yard on Nelson Road, we would be well positioned to provide service at this location.

The second step to re-active a rail spur served by Norfolk Southern generally is to evaluate the condition of the track to make sure it is up to Norfolk Southern standards and that the spur can safely accommodate loaded rail cars and locomotives. Given the age of this particular spur, and the fact that it has not been used for several years, we do expect that there will be track rehabilitation necessary to return it to usable condition. This can include replacing ties, rail, turnouts, surfacing the track with stone and possibly modifying clearances around the track and other similar such items. I explained to your legal counsel that there are several track construction companies in the region that could assist with evaluating the condition of the track both inside the building and outside of the building.

To aid Norfolk Southern in its analysis of the foregoing matters, I previously provided a Customer Profile Application that can be completed at your convenience. This form will help us assess the service needs of this facility, which will further help us in our evaluation of the condition of the spur and ability to accommodate those needs. I am also including a project checklist and Gantt chart for a typical project requiring new construction. In the case, the track would need to be rehabilitated instead of constructed, but the steps would be similar, including preparation and execution of contracts.

If you have any questions about our process, please do not hesitate to contact me at (317) 819-7672. We look forward to working with you on this endeavor.

Sincerely,



Dayne E Tate