



Alan H. Shaw

**Executive Vice President and Chief Marketing Officer
Norfolk Southern Corporation**

Alan Shaw is Executive Vice President and Chief Marketing Officer of Norfolk Southern Corporation. He has been with Norfolk Southern for 24 years and has held various positions within the company. Alan served as Vice President-Intermodal Operations (2013-2015), Group Vice President-Chemicals (2009-2013), Group Vice President-Coal Transportation Services (2008-2009), Director-Coal Transportation Services (2002-2008), and has held various staff positions in the Coal and Finance departments (1994-2002). In Alan's current position, he has overall responsibility for Norfolk Southern's marketing and sales, industrial development, short line, and real estate activities across the NS network, including international business activity.

Mr. Shaw is a graduate of Virginia Tech where he earned a B.S. in Aerospace Engineering (1989) and a MBA in Finance (1992). He also graduated from the General Management Program at Harvard Business School (2012) and earned the designation of Chartered Financial Analyst (1997) from the Association for Investment and Management Research.

Mr. Shaw currently serves on the Board of Directors of TTX Company and the National Association of Manufacturers. He is a member of the Board of Trustees of Virginia Wesleyan University in Virginia Beach, VA, and a member of the IEA Coal Industry Advisory Board based in Paris, France.

Alan and his wife, Tiffany, live in Virginia Beach with their four children.