



Grant Cothran, CEcD

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Profile

Grant Cothran heads Intermodal Development for Norfolk Southern Corporation. He works with shippers and their partners to realize the long-term logistics savings of locating facilities near intermodal terminals. Mr. Cothran's role is to hasten the transition to a more efficient, safe, and sustainable transportation system that combines the best features of multiple transit modes.

Prior to joining Norfolk Southern in 2011, Mr. Cothran led efforts to attract investment from Canada, India, and other international markets for the Commonwealth of Virginia, recognized by Forbes as the "#1 Best State for Business." In 2010, he became the youngest professional to ever be recognized as a Certified Economic Developer (CEcD) by the International Economic Development Council.

Mr. Cothran holds a dual studies degree in business marketing and German studies from the College of William and Mary in Virginia. Grant splits his work and home life between Pittsburgh, PA, and Norfolk, VA, where he co-founded a non-profit organization dedicated to developing infrastructure around the needs of the creative class in Coastal Virginia.



A Class I railroad operating 20,000+ miles of track in 22 states, **Norfolk Southern Corporation** (NYSE:NSC) is a Fortune 250 company with roots dating into the 1830s. Norfolk Southern is the largest intermodal rail carrier in the eastern United States, connecting 53 seaports and inland terminals in over 30 of the largest eastern markets, in addition to western rail connections.

As a wholesale freight services provider, **Norfolk Southern Intermodal** works with trucking partners and other intermediaries to build seamless transportation solutions for the world's largest shippers. NS also offers equipment capacity on its "EMP" fleet of 53' domestic containers, as well as specialized door-to-door services through its subsidiary companies Thoroughbred Direct and Triple Crown Services.