

MEPNN Supplier Scouting Opportunity Synopsis

Section 1: General Information

Scouting Number	2025-364
Item to be Scouted	Rail Mounted Gantry Cranes
Days to be scouted	30
Response Due By	12/19/2025
Description	Seeking two to four Rail Mounted Gantry (RMG) cranes for Intermodal Operations at Norfolk Southern Railway's Detroit Livernois Intermodal rail facility.

Section 2: Technical Information

Type of supplier being sought	Manufacturer
Reason	New product startup
Describe the manufacturing processes (elaborate to provide as much detail as possible)	May include but is not limited to "Mechanical and Electronic Assembly
Provide dimensions / size / tolerances / performance specifications for the item	Approximately 130 feet wide rail to rail. One over four container height. Fully electric cranes. Please see attached documentation for additional specifications
List required materials needed to make the product, including materials of product components	May include but is not limited to steel (high strength, weathering, structural), aluminum, composites, cabin and control units, rubber and elastics (cushioning, gaskets and seals, cable protectors) plastics (polyethylene, polypropylene, polyvinyl chloride), copper and electrical conductors (wiring and connectors), and concrete.
Are there applicable certification requirements?	No
Are there applicable regulations?	No
Are there any other standards, requirements, etc.?	No
Additional Technical Comments	

Section 4: Business Information

Estimated potential business volume	Two to four RMG cranes
Estimated target price / unit cost information (if unavailable explain)	NS has never purchased this type of crane before, so we have no information regarding pricing at this time. it is likely that the price will be \$500,000 per machine
When is it needed by?	January 2027
Describe packaging requirements	Best available. Delivered undamaged. Specifics discussed in negotiation.
Where will this item be shipped?	Detroit, MI

Additional Comments

Is there other information you would like to include?	
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Norfolk Southern Livernois Intermodal Machine

Request for Information (RFI)

Norfolk Southern Corporation Background

Norfolk Southern Corporation (NYSE: NSC, www.nscorp.com) is one of the nation's premier transportation companies. Our mission is to provide safe and reliable service to our customers, keep the communities we serve safe, and protect the safety of our most valuable asset – our employees. Our Norfolk Southern Railway Company subsidiary operates approximately 19,500 route miles in 22 states and the District of Columbia, serves every major container port in the eastern United States, and provides efficient connections to other rail carriers. Norfolk Southern is a major transporter of industrial products, including agriculture, forest and consumer products, chemicals, and metals and construction materials. In addition, the railroad operates the most extensive intermodal network in the East and is a principal carrier of coal, automobiles, and automotive parts.

Livernois Intermodal Equipment - High Level Requirements:

1. Approximately **six (6) to eight (8)** ~81ft wide Rubber Tired Gantry (RTG) (wheel to wheel)
 - a. 1 over 5 container height
 - b. Looking at:
 - i. Diesel Electric
 - ii. Fully Electric
2. Approximately **two (2) to four (4)** ~130ft wide Rail Mounted Gantry (RMG) (rail to rail)
 - a. 1 over 4 container height
 - b. Looking at; Fully Electric

Information to be provided in response:

1. Your company Information
 - a. Company Name:
 - b. Company Address:
 - c. Contact Name:
 - d. Contact Phone Number:
 - e. Contact Email:
 - f. Company History: Brief description of your company's history, business focus, affiliations (ownership, subsidiaries, key partnerships and joint ventures), sales, and clients served.
2. Please describe your suggestion and capabilities for the machines outlined above and in the attached drawing "Livernois Conceptual Design Drawing". Provide

examples and illustrations where possible, along with information on what distinguishes your product/technology from others. In addition, please elaborate on your company's capabilities and requirements for the below:

- a. Remote Operations
 - i. Machines should have the ability to perform via remote operations from an onsite (or offsite) office
- b. Automation
 - i. Machines should have the ability to be fully automated for future usage
- c. Country of Origin Material
 - i. Estimated percentages and Country of Origin of all material components should be included
- d. Lead Time
 - i. Provide an estimate of machines completion AND delivery dates to site
- e. Specifications
 - i. Provide high-level specifications & capabilities for suggested machines
- f. Budgeting
 - i. Please provide a high-level estimate for both RTG and RMG machines.

Your Questions

Please send all questions to James Mullinax at James.Mullinax@nscorp.com and Holly Middleton at Holly.Middleton@nscorp.com. All questions should be sent, via email, **by Monday, November 17th at 5pm EST** so they can be answered prior to the due date.

Due Date

All responses will need to be submitted via email by **Wednesday, December 3rd at 5pm EST** to Holly Middleton, Holly.Middleton@nscorp.com and James Mullinax, James.Mullinax@nscorp.com.



LEGEND

- PRO. ASPHALT PAVING
- EX. ASPHALT PAVING
- PRO. CONCRETE CRANEWAY
- EX. TRACK
- PRO. TRACK
- FUT. TRACK
- PRO. CRANERAIL
- PRO. PAVEMENT MARKING

DESCRIPTION	QTY.	UNIT
PAD TRACK #1	1,725	TF
PAD TRACK #2	1,700	TF
PAD TRACK #3	1,675	TF
PAD TRACK #4	1,750	TF
PAD TRACK #5	1,750	TF
PAD TRACK #6	1,775	TF
PAD TRACK #7	1,800	TF
PAD TRACK #8	1,800	TF

Conceptual Plan
For Study Purposes Only

SCALE: 1" = 100'

50 0 100 200 300

DO NOT SCALE THIS DRAWING FOR DIMENSIONS NOT GIVEN

NORFOLK SOUTHERN

NORFOLK SOUTHERN RAILWAY COMPANY

OWNING COMPANY

CONRAIL - SHARED ASSETS

OPERATING DIVISION

OFFICE OF THE CHIEF ENGINEER - DESIGN AND CONSTRUCTION - ATLANTA, GA.

MODEL NAME# #MODELNAME#
DATE PRINTED# #DATE#

REV. 11 08/08/2025 SHIFTED SATELLITE STACK BUNDLES CLOSER TO RMG BUNDLE

LOCATION DETROIT, MICHIGAN

TITLE LIVERNOIS INTERMODAL FACILITY
PROPOSED EXPANSION WITH RAIL MOUNTED GANTRY
CONCEPT PLAN

DWN DRR FILE NO. D1409 RAN 522M002 FILE POST DR 4

CHK NFB DATE AUGUST 15, 2025

CADD FILE# #FILE#
LAST SAVED# #LASTSAVED#

SHEET 1 OF 1