

Mike McClellan
Vice President – Industrial Products
Norfolk Southern Corporation



Mike McClellan was named Vice President Industrial Products in July of 2013. In this position, Mike is responsible for 5 business divisions for the NS:

- *Agriculture & Consumer Goods*
- *Chemicals*
- *Metals & Construction*
- *Forest Products & Distribution Services*
- *Short Line Marketing and Network Services*

Mike joined Norfolk Southern in 1998 as Assistant Vice President of Intermodal Planning. He became Vice President of Intermodal Marketing in February 2000, and Vice President of Intermodal and Automotive Marketing in January of 2005. He began his career in 1985 in Conrail's Marketing department. Since then, he has worked for the Transportation Practice of Ernst & Young, as well as serving as an independent transportation consultant.

Mike holds a Bachelor's degree in Foreign Affairs from the University of Virginia and an MBA in Marketing from the University of Cincinnati. He serves on the boards of various organizations in the Hampton Roads area.