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## **C. Edward Elkins Jr.**

Vice President Industrial Products  
*Norfolk Southern Corporation*

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After serving on active duty in the United States Marine Corps, Ed Elkins returned to Virginia and was hired in 1988 as a road brakeman for Norfolk Southern. He spent the next six years in road service where he was promoted to Road Conductor, Locomotive Engineer, and served as a relief yardmaster. In 1994, he was promoted to management in the Marketing division, and spent the next two decades in the Intermodal Marketing group in various leadership positions of increasing responsibility including pricing, sales, and domestic and international marketing of the Norfolk Southern intermodal service product. In 2016 he was placed in charge of Chemicals Marketing and in 2018 was promoted to Vice President – Industrial Products leading Norfolk Southern’s marketing efforts for carload service to Industrial Customers across the U.S. and Canada. In 2019, in addition to his current duties he was named President of NS Mexicana and is charged with leading Norfolk Southern’s marketing and sales efforts in Mexico. In 2021, his duties expanded to include Coal as part of the Industrial Products portfolio for Norfolk Southern.

Ed is a native of southwestern Virginia and holds an MBA from Old Dominion University with a concentration in Port & Maritime Economics and a Bachelor of Arts degree in English Literature from the University of Virginia at Wise. He holds management certificates from Harvard Business School, The Darden School of Business, and the University of Tennessee Supply Chain Institute.

Ed and his wife, Ruth, reside in Norfolk, VA with their two children and are preparing for the move to Atlanta where Norfolk Southern will soon open its new corporate headquarters.