

# Norfolk-Southern/Conrail

---

Norfolk Southern Corporation is a Norfolk, VA based company that controls a major freight railroad. The railway operates over 21,300 miles in 22 eastern states, the District of Columbia, and Canada. It serves all major eastern ports and connects with rail partners in the West and Canada. They

provide comprehensive logistics services and offer the most extensive intermodal network in the east.



## Solution at a glance...

---

**Client:** Norfolk Southern

**Industry:** Railroad

**Environment:** Windows NT/SQL Server/MQ Series to IBM 3090

**Solution:** Putaway and Picking

**Devices:** Teklogix 7025 and 7030 Hand Helds

## Solution Summary...

---

Norfolk Southern has multiple yards where they receive, store and ship cars for the "Big Three" automakers. They needed to replace an aging system built on an OS/2 and they needed to deploy multiple locations in a very short time frame.

Using the RFGen software solution, they developed the RFGen applications to scan Vehicle Identification Numbers (VIN) from the cars being unloaded, stored and loaded onto rail cars for delivery to the dealers.

Work Orders are later downloaded to the NT server using IBM's MWO Series messaging software and queued to the hand-held for picking.

Norfolk Southern also used RFGen to develop an application that receives, tracks, and issue railroad

car parts from their internal material parts facility.

After considering a number of products, RFGen and DataMAX were selected to convert their existing DCS300 scripts to work within the RFGen Transaction Management environment by using a combination of Screen Mapping, ODBC connectivity and remote RPG access.

In the end, the key consideration for selecting RFGen was that its technology was substantially easier-to-use, more intuitive, and demonstrably more reliable than anything else available, while DataMAX's track record for on-time, on-budget implementations helped to solidify the decision.