

**Norfolk Southern Corporation**  
**Weekly Merchandise, Intermodal and Coal/Coke Car loadings**  
**Week 31 (Q3) From: 07-31-2016 To: 08-06-2016**  
Data Generated: Mon Jul 23 03:13:14 EST 2018

	Current Week			Qtr to Date			Year to Date		
	This Yr	Last Yr	+/- Chg	This Yr	Last Yr	+/- Chg	This Yr	Last Yr	+/- Chg
All Other Carloads	746	1,013	-(267)	4,440	4,957	-(517)	30,381	30,335	46
Chemicals	7,762	8,070	-(308)	37,904	39,226	-(1,322)	243,081	244,490	-(1,409)
Crushed Stone, Sand and Gravel	5,075	4,625	450	25,275	23,951	1,324	127,986	133,255	-(5,269)
Farm Products Ex Grain	144	194	-(50)	784	927	-(143)	5,204	6,436	-(1,232)
Food and Kindred Products	1,756	1,731	25	8,773	8,405	368	53,806	51,772	2,034
Grain	3,622	3,931	-(309)	18,943	18,733	210	111,446	116,811	-(5,365)
Grain Mill Products	2,347	2,631	-(284)	12,031	13,834	-(1,803)	77,691	86,466	-(8,775)
Iron and Steel Scrap	1,409	1,479	-(70)	7,720	8,910	-(1,190)	46,593	47,227	-(634)
Lumber and Wood Products	925	922	3	4,795	4,552	243	30,909	30,389	520
Metallic Ores	91	81	10	394	478	-(84)	2,782	3,271	-(489)
Metals and Products	5,483	5,380	103	27,282	26,601	681	165,112	160,702	4,410
Motor Vehicles and Equipment	7,866	8,127	-(261)	34,947	40,147	-(5,200)	262,099	249,120	12,979
Non Metallic Minerals	326	489	-(163)	1,675	2,490	-(815)	10,089	14,618	-(4,529)
Petroleum Products	2,955	4,239	-(1,284)	15,561	20,253	-(4,692)	106,987	130,028	-(23,041)
Primary Forest Products	509	567	-(58)	2,542	3,238	-(696)	17,519	18,904	-(1,385)
Pulp, Paper and Allied Products	2,507	3,030	-(523)	13,835	15,800	-(1,965)	86,555	92,437	-(5,882)
Stone, Clay and Glass Products	2,827	2,978	-(151)	14,411	14,153	258	88,756	82,372	6,384
Waste and Scrap Materials	930	687	243	4,634	3,331	1,303	25,223	21,221	4,002
<b>Total Merchandise</b>	<b>47,280</b>	<b>50,174</b>	<b>-(2,894)</b>	<b>235,946</b>	<b>249,986</b>	<b>-(14,040)</b>	<b>1,492,219</b>	<b>1,519,854</b>	<b>-(27,635)</b>
Container	70,825	65,239	5,586	334,653	326,806	7,847	2,063,036	1,989,889	73,147
Trailer	6,690	11,160	-(4,470)	29,568	54,650	-(25,082)	197,491	342,874	-(145,383)
<b>Total Intermodal</b>	<b>77,515</b>	<b>76,399</b>	<b>1,116</b>	<b>364,221</b>	<b>381,456</b>	<b>-(17,235)</b>	<b>2,260,527</b>	<b>2,332,763</b>	<b>-(72,236)</b>
Coal	15,906	19,819	-(3,913)	78,990	99,432	-(20,442)	474,507	622,059	-(147,552)
Coke	1,274	1,227	47	6,959	6,277	682	39,250	38,271	979
<b>Total Coal and Coke</b>	<b>17,180</b>	<b>21,046</b>	<b>-(3,866)</b>	<b>85,949</b>	<b>105,709</b>	<b>-(19,760)</b>	<b>513,757</b>	<b>660,330</b>	<b>-(146,573)</b>
<b>Total Carloadings</b>	<b>141,975</b>	<b>147,619</b>	<b>-(5,644)</b>	<b>686,116</b>	<b>737,151</b>	<b>-(51,035)</b>	<b>4,266,503</b>	<b>4,512,947</b>	<b>-(246,444)</b>

**Norfolk Southern Corporation**  
**Weekly Merchandise, Intermodal and Coal/Coke Car loadings**  
**Week 32 (Q3) From: 08-07-2016 To: 08-13-2016**  
Data Generated: Mon Jul 23 03:13:14 EST 2018

	Current Week			Qtr to Date			Year to Date		
	This Yr	Last Yr	+/- Chg	This Yr	Last Yr	+/- Chg	This Yr	Last Yr	+/- Chg
All Other Carloads	919	739	180	5,359	5,696	-(337)	31,300	31,074	226
Chemicals	7,457	7,921	-(464)	45,361	47,147	-(1,786)	250,538	252,411	-(1,873)
Crushed Stone, Sand and Gravel	4,514	4,848	-(334)	29,789	28,799	990	132,500	138,103	-(5,603)
Farm Products Ex Grain	158	208	-(50)	942	1,135	-(193)	5,362	6,644	-(1,282)
Food and Kindred Products	1,847	1,836	11	10,620	10,241	379	55,653	53,608	2,045
Grain	3,417	4,069	-(652)	22,360	22,802	-(442)	114,863	120,880	-(6,017)
Grain Mill Products	2,348	2,538	-(190)	14,379	16,372	-(1,993)	80,039	89,004	-(8,965)
Iron and Steel Scrap	1,675	1,602	73	9,395	10,512	-(1,117)	48,268	48,829	-(561)
Lumber and Wood Products	901	887	14	5,696	5,439	257	31,810	31,276	534
Metallic Ores	90	102	-(12)	484	580	-(96)	2,872	3,373	-(501)
Metals and Products	5,612	5,202	410	32,894	31,803	1,091	170,724	165,904	4,820
Motor Vehicles and Equipment	8,577	8,515	62	43,524	48,662	-(5,138)	270,676	257,635	13,041
Non Metallic Minerals	327	419	-(92)	2,002	2,909	-(907)	10,416	15,037	-(4,621)
Petroleum Products	3,219	4,248	-(1,029)	18,780	24,501	-(5,721)	110,206	134,276	-(24,070)
Primary Forest Products	530	605	-(75)	3,072	3,843	-(771)	18,049	19,509	-(1,460)
Pulp, Paper and Allied Products	2,795	3,068	-(273)	16,630	18,868	-(2,238)	89,350	95,505	-(6,155)
Stone, Clay and Glass Products	3,013	2,959	54	17,424	17,112	312	91,769	85,331	6,438
Waste and Scrap Materials	1,007	654	353	5,641	3,985	1,656	26,230	21,875	4,355
<b>Total Merchandise</b>	<b>48,406</b>	<b>50,420</b>	<b>-(2,014)</b>	<b>284,352</b>	<b>300,406</b>	<b>-(16,054)</b>	<b>1,540,625</b>	<b>1,570,274</b>	<b>-(29,649)</b>
Container	72,217	66,299	5,918	406,870	393,105	13,765	2,135,253	2,056,188	79,065
Trailer	6,475	11,146	-(4,671)	36,043	65,796	-(29,753)	203,966	354,020	-(150,054)
<b>Total Intermodal</b>	<b>78,692</b>	<b>77,445</b>	<b>1,247</b>	<b>442,913</b>	<b>458,901</b>	<b>-(15,988)</b>	<b>2,339,219</b>	<b>2,410,208</b>	<b>-(70,989)</b>
Coal	16,580	21,460	-(4,880)	95,570	120,892	-(25,322)	491,087	643,519	-(152,432)
Coke	1,471	1,124	347	8,430	7,401	1,029	40,721	39,395	1,326
<b>Total Coal and Coke</b>	<b>18,051</b>	<b>22,584</b>	<b>-(4,533)</b>	<b>104,000</b>	<b>128,293</b>	<b>-(24,293)</b>	<b>531,808</b>	<b>682,914</b>	<b>-(151,106)</b>
<b>Total Carloadings</b>	<b>145,149</b>	<b>150,449</b>	<b>-(5,300)</b>	<b>831,265</b>	<b>887,600</b>	<b>-(56,335)</b>	<b>4,411,652</b>	<b>4,663,396</b>	<b>-(251,744)</b>

**Norfolk Southern Corporation**  
**Weekly Merchandise, Intermodal and Coal/Coke Car loadings**  
**Week 33 (Q3) From: 08-14-2016 To: 08-20-2016**  
Data Generated: Mon Jul 23 03:13:15 EST 2018

	Current Week			Qtr to Date			Year to Date		
	This Yr	Last Yr	+/- Chg	This Yr	Last Yr	+/- Chg	This Yr	Last Yr	+/- Chg
All Other Carloads	793	956	-(163)	6,152	6,652	-(500)	32,093	32,030	63
Chemicals	7,372	7,860	-(488)	52,733	55,007	-(2,274)	257,910	260,271	-(2,361)
Crushed Stone, Sand and Gravel	5,247	5,171	76	35,036	33,970	1,066	137,747	143,274	-(5,527)
Farm Products Ex Grain	139	196	-(57)	1,081	1,331	-(250)	5,501	6,840	-(1,339)
Food and Kindred Products	1,826	1,695	131	12,446	11,936	510	57,479	55,303	2,176
Grain	3,650	3,295	355	26,010	26,097	-(87)	118,513	124,175	-(5,662)
Grain Mill Products	2,324	2,710	-(386)	16,703	19,082	-(2,379)	82,363	91,714	-(9,351)
Iron and Steel Scrap	1,593	1,667	-(74)	10,988	12,179	-(1,191)	49,861	50,496	-(635)
Lumber and Wood Products	974	1,077	-(103)	6,670	6,516	154	32,784	32,353	431
Metallic Ores	104	118	-(14)	588	698	-(110)	2,976	3,491	-(515)
Metals and Products	5,527	5,038	489	38,421	36,841	1,580	176,251	170,942	5,309
Motor Vehicles and Equipment	8,961	8,504	457	52,485	57,166	-(4,681)	279,637	266,139	13,498
Non Metallic Minerals	252	437	-(185)	2,254	3,346	-(1,092)	10,668	15,474	-(4,806)
Petroleum Products	3,178	4,102	-(924)	21,958	28,603	-(6,645)	113,384	138,378	-(24,994)
Primary Forest Products	468	741	-(273)	3,540	4,584	-(1,044)	18,517	20,250	-(1,733)
Pulp, Paper and Allied Products	2,750	3,182	-(432)	19,380	22,050	-(2,670)	92,100	98,687	-(6,587)
Stone, Clay and Glass Products	2,734	3,134	-(400)	20,158	20,246	-(88)	94,503	88,465	6,038
Waste and Scrap Materials	1,008	660	348	6,649	4,645	2,004	27,238	22,535	4,703
<b>Total Merchandise</b>	<b>48,900</b>	<b>50,543</b>	<b>-(1,643)</b>	<b>333,252</b>	<b>350,949</b>	<b>-(17,697)</b>	<b>1,589,525</b>	<b>1,620,817</b>	<b>-(31,292)</b>
Container	70,776	65,593	5,183	477,646	458,698	18,948	2,206,029	2,121,781	84,248
Trailer	6,240	11,075	-(4,835)	42,283	76,871	-(34,588)	210,206	365,095	-(154,889)
<b>Total Intermodal</b>	<b>77,016</b>	<b>76,668</b>	<b>348</b>	<b>519,929</b>	<b>535,569</b>	<b>-(15,640)</b>	<b>2,416,235</b>	<b>2,486,876</b>	<b>-(70,641)</b>
Coal	17,116	21,044	-(3,928)	112,686	141,936	-(29,250)	508,203	664,563	-(156,360)
Coke	1,383	1,219	164	9,813	8,620	1,193	42,104	40,614	1,490
<b>Total Coal and Coke</b>	<b>18,499</b>	<b>22,263</b>	<b>-(3,764)</b>	<b>122,499</b>	<b>150,556</b>	<b>-(28,057)</b>	<b>550,307</b>	<b>705,177</b>	<b>-(154,870)</b>
<b>Total Carloadings</b>	<b>144,415</b>	<b>149,474</b>	<b>-(5,059)</b>	<b>975,680</b>	<b>1,037,074</b>	<b>-(61,394)</b>	<b>4,556,067</b>	<b>4,812,870</b>	<b>-(256,803)</b>

**Norfolk Southern Corporation**  
**Weekly Merchandise, Intermodal and Coal/Coke Car loadings**  
**Week 34 (Q3) From: 08-21-2016 To: 08-27-2016**  
Data Generated: Mon Jul 23 03:13:15 EST 2018

	Current Week			Qtr to Date			Year to Date		
	This Yr	Last Yr	+/- Chg	This Yr	Last Yr	+/- Chg	This Yr	Last Yr	+/- Chg
All Other Carloads	946	1,021	-(75)	7,098	7,673	-(575)	33,039	33,051	-(12)
Chemicals	7,293	7,590	-(297)	60,026	62,597	-(2,571)	265,203	267,861	-(2,658)
Crushed Stone, Sand and Gravel	5,528	5,022	506	40,564	38,992	1,572	143,275	148,296	-(5,021)
Farm Products Ex Grain	163	233	-(70)	1,244	1,564	-(320)	5,664	7,073	-(1,409)
Food and Kindred Products	1,686	1,634	52	14,132	13,570	562	59,165	56,937	2,228
Grain	3,504	3,311	193	29,514	29,408	106	122,017	127,486	-(5,469)
Grain Mill Products	2,258	2,745	-(487)	18,961	21,827	-(2,866)	84,621	94,459	-(9,838)
Iron and Steel Scrap	1,726	1,715	11	12,714	13,894	-(1,180)	51,587	52,211	-(624)
Lumber and Wood Products	961	1,136	-(175)	7,631	7,652	-(21)	33,745	33,489	256
Metallic Ores	99	92	7	687	790	-(103)	3,075	3,583	-(508)
Metals and Products	5,115	5,361	-(246)	43,536	42,202	1,334	181,366	176,303	5,063
Motor Vehicles and Equipment	8,648	8,596	52	61,133	65,762	-(4,629)	288,285	274,735	13,550
Non Metallic Minerals	296	415	-(119)	2,550	3,761	-(1,211)	10,964	15,889	-(4,925)
Petroleum Products	2,651	4,289	-(1,638)	24,609	32,892	-(8,283)	116,035	142,667	-(26,632)
Primary Forest Products	524	549	-(25)	4,064	5,133	-(1,069)	19,041	20,799	-(1,758)
Pulp, Paper and Allied Products	2,691	3,280	-(589)	22,071	25,330	-(3,259)	94,791	101,967	-(7,176)
Stone, Clay and Glass Products	2,860	2,796	64	23,018	23,042	-(24)	97,363	91,261	6,102
Waste and Scrap Materials	983	676	307	7,632	5,321	2,311	28,221	23,211	5,010
<b>Total Merchandise</b>	<b>47,932</b>	<b>50,461</b>	<b>-(2,529)</b>	<b>381,184</b>	<b>401,410</b>	<b>-(20,226)</b>	<b>1,637,457</b>	<b>1,671,278</b>	<b>-(33,821)</b>
Container	73,243	66,521	6,722	550,889	525,219	25,670	2,279,272	2,188,302	90,970
Trailer	6,592	11,061	-(4,469)	48,875	87,932	-(39,057)	216,798	376,156	-(159,358)
<b>Total Intermodal</b>	<b>79,835</b>	<b>77,582</b>	<b>2,253</b>	<b>599,764</b>	<b>613,151</b>	<b>-(13,387)</b>	<b>2,496,070</b>	<b>2,564,458</b>	<b>-(68,388)</b>
Coal	18,458	20,005	-(1,547)	131,144	161,941	-(30,797)	526,661	684,568	-(157,907)
Coke	1,367	1,190	177	11,180	9,810	1,370	43,471	41,804	1,667
<b>Total Coal and Coke</b>	<b>19,825</b>	<b>21,195</b>	<b>-(1,370)</b>	<b>142,324</b>	<b>171,751</b>	<b>-(29,427)</b>	<b>570,132</b>	<b>726,372</b>	<b>-(156,240)</b>
<b>Total Carloadings</b>	<b>147,592</b>	<b>149,238</b>	<b>-(1,646)</b>	<b>1,123,272</b>	<b>1,186,312</b>	<b>-(63,040)</b>	<b>4,703,659</b>	<b>4,962,108</b>	<b>-(258,449)</b>