

**Norfolk Southern Corporation**  
**Weekly Merchandise, Intermodal and Coal/Coke Car loadings**  
**Week 22 (Q2) From: 05-29-2016 To: 06-04-2016**  
Data Generated: Mon Jul 23 03:15:20 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	1,149	991	158	8,844	8,835	9	22,294	21,098	1,196
Chemicals	7,617	8,101	-(484)	70,697	72,482	-(1,785)	174,249	173,347	902
Crushed Stone, Sand and Gravel	4,251	5,102	-(851)	40,834	43,900	-(3,066)	83,811	90,165	-(6,354)
Farm Products Ex Grain	146	241	-(95)	1,424	1,795	-(371)	3,702	4,717	-(1,015)
Food and Kindred Products	1,628	1,635	-(7)	15,578	15,109	469	38,222	37,024	1,198
Grain	3,507	4,301	-(794)	29,940	34,311	-(4,371)	77,149	83,402	-(6,253)
Grain Mill Products	2,444	2,902	-(458)	22,323	25,530	-(3,207)	54,927	61,732	-(6,805)
Iron and Steel Scrap	1,268	1,347	-(79)	14,126	13,539	587	32,113	31,631	482
Lumber and Wood Products	986	927	59	9,294	9,215	79	22,157	21,798	359
Metallic Ores	72	123	-(51)	832	944	-(112)	2,075	2,355	-(280)
Metals and Products	5,105	5,483	-(378)	47,378	46,585	793	115,246	112,532	2,714
Motor Vehicles and Equipment	7,311	9,039	-(1,728)	77,052	76,764	288	192,132	175,591	16,541
Non Metallic Minerals	223	537	-(314)	2,620	5,048	-(2,428)	7,035	10,309	-(3,274)
Petroleum Products	3,390	4,373	-(983)	32,188	39,706	-(7,518)	77,807	92,920	-(15,113)
Primary Forest Products	531	702	-(171)	4,619	5,439	-(820)	12,652	13,078	-(426)
Pulp, Paper and Allied Products	2,772	2,978	-(206)	24,700	26,955	-(2,255)	61,406	64,320	-(2,914)
Stone, Clay and Glass Products	2,857	2,988	-(131)	26,986	25,781	1,205	61,946	56,999	4,947
Waste and Scrap Materials	841	838	3	7,496	6,778	718	16,420	15,172	1,248
<b>Total Merchandise</b>	<b>46,098</b>	<b>52,608</b>	<b>-(6,510)</b>	<b>436,931</b>	<b>458,716</b>	<b>-(21,785)</b>	<b>1,055,343</b>	<b>1,068,190</b>	<b>-(12,847)</b>
Container	59,573	68,527	-(8,954)	597,076	590,477	6,599	1,453,976	1,398,964	55,012
Trailer	5,602	11,320	-(5,718)	54,527	99,020	-(44,493)	142,365	244,236	-(101,871)
<b>Total Intermodal</b>	<b>65,175</b>	<b>79,847</b>	<b>-(14,672)</b>	<b>651,603</b>	<b>689,497</b>	<b>-(37,894)</b>	<b>1,596,341</b>	<b>1,643,200</b>	<b>-(46,859)</b>
Coal	13,617	18,862	-(5,245)	128,368	184,320	-(55,952)	330,133	451,185	-(121,052)
Coke	1,215	1,457	-(242)	11,902	11,515	387	26,862	26,938	-(76)
<b>Total Coal and Coke</b>	<b>14,832</b>	<b>20,319</b>	<b>-(5,487)</b>	<b>140,270</b>	<b>195,835</b>	<b>-(55,565)</b>	<b>356,995</b>	<b>478,123</b>	<b>-(121,128)</b>
<b>Total Carloadings</b>	<b>126,105</b>	<b>152,774</b>	<b>-(26,669)</b>	<b>1,228,804</b>	<b>1,344,048</b>	<b>-(115,244)</b>	<b>3,008,679</b>	<b>3,189,513</b>	<b>-(180,834)</b>

**Norfolk Southern Corporation**  
**Weekly Merchandise, Intermodal and Coal/Coke Car loadings**  
**Week 23 (Q2) From: 06-05-2016 To: 06-11-2016**  
Data Generated: Mon Jul 23 03:15:20 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	932	1,111	-(179)	9,776	9,946	-(170)	23,226	22,209	1,017
Chemicals	7,950	7,895	55	78,647	80,377	-(1,730)	182,199	181,242	957
Crushed Stone, Sand and Gravel	4,542	4,988	-(446)	45,376	48,888	-(3,512)	88,353	95,153	-(6,800)
Farm Products Ex Grain	172	222	-(50)	1,596	2,017	-(421)	3,874	4,939	-(1,065)
Food and Kindred Products	1,912	1,645	267	17,490	16,754	736	40,134	38,669	1,465
Grain	4,004	4,163	-(159)	33,944	38,474	-(4,530)	81,153	87,565	-(6,412)
Grain Mill Products	2,871	2,804	67	25,194	28,334	-(3,140)	57,798	64,536	-(6,738)
Iron and Steel Scrap	1,621	1,741	-(120)	15,747	15,280	467	33,734	33,372	362
Lumber and Wood Products	916	1,135	-(219)	10,210	10,350	-(140)	23,073	22,933	140
Metallic Ores	70	104	-(34)	902	1,048	-(146)	2,145	2,459	-(314)
Metals and Products	5,482	5,590	-(108)	52,860	52,175	685	120,728	118,122	2,606
Motor Vehicles and Equipment	8,867	8,675	192	85,919	85,439	480	200,999	184,266	16,733
Non Metallic Minerals	368	503	-(135)	2,988	5,551	-(2,563)	7,403	10,812	-(3,409)
Petroleum Products	3,818	4,477	-(659)	36,006	44,183	-(8,177)	81,625	97,397	-(15,772)
Primary Forest Products	601	721	-(120)	5,220	6,160	-(940)	13,253	13,799	-(546)
Pulp, Paper and Allied Products	2,785	2,973	-(188)	27,485	29,928	-(2,443)	64,191	67,293	-(3,102)
Stone, Clay and Glass Products	3,076	2,883	193	30,062	28,664	1,398	65,022	59,882	5,140
Waste and Scrap Materials	962	662	300	8,458	7,440	1,018	17,382	15,834	1,548
<b>Total Merchandise</b>	<b>50,949</b>	<b>52,292</b>	<b>-(1,343)</b>	<b>487,880</b>	<b>511,008</b>	<b>-(23,128)</b>	<b>1,106,292</b>	<b>1,120,482</b>	<b>-(14,190)</b>
Container	69,302	67,551	1,751	666,378	658,028	8,350	1,523,278	1,466,515	56,763
Trailer	6,463	11,841	-(5,378)	60,990	110,861	-(49,871)	148,828	256,077	-(107,249)
<b>Total Intermodal</b>	<b>75,765</b>	<b>79,392</b>	<b>-(3,627)</b>	<b>727,368</b>	<b>768,889</b>	<b>-(41,521)</b>	<b>1,672,106</b>	<b>1,722,592</b>	<b>-(50,486)</b>
Coal	15,964	19,255	-(3,291)	144,332	203,575	-(59,243)	346,097	470,440	-(124,343)
Coke	1,440	1,369	71	13,342	12,884	458	28,302	28,307	-(5)
<b>Total Coal and Coke</b>	<b>17,404</b>	<b>20,624</b>	<b>-(3,220)</b>	<b>157,674</b>	<b>216,459</b>	<b>-(58,785)</b>	<b>374,399</b>	<b>498,747</b>	<b>-(124,348)</b>
<b>Total Carloadings</b>	<b>144,118</b>	<b>152,308</b>	<b>-(8,190)</b>	<b>1,372,922</b>	<b>1,496,356</b>	<b>-(123,434)</b>	<b>3,152,797</b>	<b>3,341,821</b>	<b>-(189,024)</b>

**Norfolk Southern Corporation**  
**Weekly Merchandise, Intermodal and Coal/Coke Car loadings**  
**Week 24 (Q2) From: 06-12-2016 To: 06-18-2016**  
Data Generated: Mon Jul 23 03:15:20 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	1,006	1,072	-(66)	10,782	11,018	-(236)	24,232	23,281	951
Chemicals	7,519	8,394	-(875)	86,166	88,771	-(2,605)	189,718	189,636	82
Crushed Stone, Sand and Gravel	4,810	4,325	485	50,186	53,213	-(3,027)	93,163	99,478	-(6,315)
Farm Products Ex Grain	207	190	17	1,803	2,207	-(404)	4,081	5,129	-(1,048)
Food and Kindred Products	1,702	1,629	73	19,192	18,383	809	41,836	40,298	1,538
Grain	3,724	3,769	-(45)	37,668	42,243	-(4,575)	84,877	91,334	-(6,457)
Grain Mill Products	2,644	2,740	-(96)	27,838	31,074	-(3,236)	60,442	67,276	-(6,834)
Iron and Steel Scrap	1,708	1,729	-(21)	17,455	17,009	446	35,442	35,101	341
Lumber and Wood Products	1,010	965	45	11,220	11,315	-(95)	24,083	23,898	185
Metallic Ores	81	112	-(31)	983	1,160	-(177)	2,226	2,571	-(345)
Metals and Products	5,469	5,491	-(22)	58,329	57,666	663	126,197	123,613	2,584
Motor Vehicles and Equipment	8,408	8,657	-(249)	94,327	94,096	231	209,407	192,923	16,484
Non Metallic Minerals	390	336	54	3,378	5,887	-(2,509)	7,793	11,148	-(3,355)
Petroleum Products	3,027	4,011	-(984)	39,033	48,194	-(9,161)	84,652	101,408	-(16,756)
Primary Forest Products	516	585	-(69)	5,736	6,745	-(1,009)	13,769	14,384	-(615)
Pulp, Paper and Allied Products	2,760	3,042	-(282)	30,245	32,970	-(2,725)	66,951	70,335	-(3,384)
Stone, Clay and Glass Products	3,095	2,942	153	33,157	31,606	1,551	68,117	62,824	5,293
Waste and Scrap Materials	1,070	752	318	9,528	8,192	1,336	18,452	16,586	1,866
<b>Total Merchandise</b>	<b>49,146</b>	<b>50,741</b>	<b>-(1,595)</b>	<b>537,026</b>	<b>561,749</b>	<b>-(24,723)</b>	<b>1,155,438</b>	<b>1,171,223</b>	<b>-(15,785)</b>
Container	67,987	66,161	1,826	734,365	724,189	10,176	1,591,265	1,532,676	58,589
Trailer	6,541	11,214	-(4,673)	67,531	122,075	-(54,544)	155,369	267,291	-(111,922)
<b>Total Intermodal</b>	<b>74,528</b>	<b>77,375</b>	<b>-(2,847)</b>	<b>801,896</b>	<b>846,264</b>	<b>-(44,368)</b>	<b>1,746,634</b>	<b>1,799,967</b>	<b>-(53,333)</b>
Coal	17,009	19,533	-(2,524)	161,341	223,108	-(61,767)	363,106	489,973	-(126,867)
Coke	1,168	1,134	34	14,510	14,018	492	29,470	29,441	29
<b>Total Coal and Coke</b>	<b>18,177</b>	<b>20,667</b>	<b>-(2,490)</b>	<b>175,851</b>	<b>237,126</b>	<b>-(61,275)</b>	<b>392,576</b>	<b>519,414</b>	<b>-(126,838)</b>
<b>Total Carloadings</b>	<b>141,851</b>	<b>148,783</b>	<b>-(6,932)</b>	<b>1,514,773</b>	<b>1,645,139</b>	<b>-(130,366)</b>	<b>3,294,648</b>	<b>3,490,604</b>	<b>-(195,956)</b>

**Norfolk Southern Corporation**  
**Weekly Merchandise, Intermodal and Coal/Coke Car loadings**  
**Week 25 (Q2) From: 06-19-2016 To: 06-25-2016**  
Data Generated: Mon Jul 23 03:15:21 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	771	1,107	-(336)	11,553	12,125	-(572)	25,003	24,388	615
Chemicals	7,617	7,599	18	93,783	96,370	-(2,587)	197,335	197,235	100
Crushed Stone, Sand and Gravel	4,916	5,104	-(188)	55,102	58,317	-(3,215)	98,079	104,582	-(6,503)
Farm Products Ex Grain	169	189	-(20)	1,972	2,396	-(424)	4,250	5,318	-(1,068)
Food and Kindred Products	1,577	1,530	47	20,769	19,913	856	43,413	41,828	1,585
Grain	3,338	3,538	-(200)	41,006	45,781	-(4,775)	88,215	94,872	-(6,657)
Grain Mill Products	2,505	2,589	-(84)	30,343	33,663	-(3,320)	62,947	69,865	-(6,918)
Iron and Steel Scrap	1,667	1,800	-(133)	19,122	18,809	313	37,109	36,901	208
Lumber and Wood Products	1,075	984	91	12,295	12,299	-(4)	25,158	24,882	276
Metallic Ores	68	137	-(69)	1,051	1,297	-(246)	2,294	2,708	-(414)
Metals and Products	5,563	5,388	175	63,892	63,054	838	131,760	129,001	2,759
Motor Vehicles and Equipment	8,984	8,734	250	103,311	102,830	481	218,391	201,657	16,734
Non Metallic Minerals	303	502	-(199)	3,681	6,389	-(2,708)	8,096	11,650	-(3,554)
Petroleum Products	3,349	4,111	-(762)	42,382	52,305	-(9,923)	88,001	105,519	-(17,518)
Primary Forest Products	663	678	-(15)	6,399	7,423	-(1,024)	14,432	15,062	-(630)
Pulp, Paper and Allied Products	2,908	3,098	-(190)	33,153	36,068	-(2,915)	69,859	73,433	-(3,574)
Stone, Clay and Glass Products	2,985	2,825	160	36,142	34,431	1,711	71,102	65,649	5,453
Waste and Scrap Materials	1,091	665	426	10,619	8,857	1,762	19,543	17,251	2,292
<b>Total Merchandise</b>	<b>49,549</b>	<b>50,578</b>	<b>-(1,029)</b>	<b>586,575</b>	<b>612,327</b>	<b>-(25,752)</b>	<b>1,204,987</b>	<b>1,221,801</b>	<b>-(16,814)</b>
Container	70,143	67,180	2,963	804,508	791,369	13,139	1,661,408	1,599,856	61,552
Trailer	6,646	10,777	-(4,131)	74,177	132,852	-(58,675)	162,015	278,068	-(116,053)
<b>Total Intermodal</b>	<b>76,789</b>	<b>77,957</b>	<b>-(1,168)</b>	<b>878,685</b>	<b>924,221</b>	<b>-(45,536)</b>	<b>1,823,423</b>	<b>1,877,924</b>	<b>-(54,501)</b>
Coal	16,552	17,215	-(663)	177,893	240,323	-(62,430)	379,658	507,188	-(127,530)
Coke	1,277	1,421	-(144)	15,787	15,439	348	30,747	30,862	-(115)
<b>Total Coal and Coke</b>	<b>17,829</b>	<b>18,636</b>	<b>-(807)</b>	<b>193,680</b>	<b>255,762</b>	<b>-(62,082)</b>	<b>410,405</b>	<b>538,050</b>	<b>-(127,645)</b>
<b>Total Carloadings</b>	<b>144,167</b>	<b>147,171</b>	<b>-(3,004)</b>	<b>1,658,940</b>	<b>1,792,310</b>	<b>-(133,370)</b>	<b>3,438,815</b>	<b>3,637,775</b>	<b>-(198,960)</b>