

Norfolk Southern Corporation
Weekly Merchandise, Intermodal and Coal/Coke Car loadings
Week 39 (Q3) From: 09-25-2016 To: 10-01-2016
Data Generated: Mon Jul 23 03:10:04 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	1,094	1,255	-(161)	11,812	12,757	-(945)	37,753	38,135	-(382)
Chemicals	7,564	7,691	-(127)	98,449	101,471	-(3,022)	303,626	306,735	-(3,109)
Crushed Stone, Sand and Gravel	4,811	4,356	455	63,826	61,714	2,112	166,537	171,018	-(4,481)
Farm Products Ex Grain	154	158	-(4)	1,949	2,298	-(349)	6,369	7,807	-(1,438)
Food and Kindred Products	1,836	1,776	60	23,415	22,288	1,127	68,448	65,655	2,793
Grain	3,656	3,531	125	45,848	47,112	-(1,264)	138,351	145,190	-(6,839)
Grain Mill Products	2,588	2,897	-(309)	31,410	35,605	-(4,195)	97,070	108,237	-(11,167)
Iron and Steel Scrap	1,668	1,397	271	20,139	21,111	-(972)	59,012	59,428	-(416)
Lumber and Wood Products	980	871	109	12,209	12,490	-(281)	38,323	38,327	-(4)
Metallic Ores	97	74	23	1,113	1,360	-(247)	3,501	4,153	-(652)
Metals and Products	5,764	4,946	818	70,454	67,670	2,784	208,284	201,771	6,513
Motor Vehicles and Equipment	9,388	9,173	215	105,640	109,013	-(3,373)	332,792	317,986	14,806
Non Metallic Minerals	354	420	-(66)	4,589	5,792	-(1,203)	13,003	17,920	-(4,917)
Petroleum Products	3,045	4,147	-(1,102)	39,831	54,436	-(14,605)	131,257	164,211	-(32,954)
Primary Forest Products	475	593	-(118)	6,536	8,294	-(1,758)	21,513	23,960	-(2,447)
Pulp, Paper and Allied Products	2,513	2,903	-(390)	35,293	40,609	-(5,316)	108,013	117,246	-(9,233)
Stone, Clay and Glass Products	2,702	2,574	128	36,988	37,155	-(167)	111,333	105,374	5,959
Waste and Scrap Materials	1,098	695	403	12,728	8,683	4,045	33,317	26,573	6,744
Total Merchandise	49,787	49,457	330	622,229	649,858	-(27,629)	1,878,502	1,919,726	-(41,224)
Container	73,760	67,142	6,618	900,985	848,669	52,316	2,629,368	2,511,752	117,616
Trailer	6,912	10,707	-(3,795)	81,053	141,777	-(60,724)	248,976	430,001	-(181,025)
Total Intermodal	80,672	77,849	2,823	982,038	990,446	-(8,408)	2,878,344	2,941,753	-(63,409)
Coal	18,764	20,045	-(1,281)	219,765	265,443	-(45,678)	615,282	788,070	-(172,788)
Coke	1,213	1,031	182	17,883	15,381	2,502	50,174	47,375	2,799
Total Coal and Coke	19,977	21,076	-(1,099)	237,648	280,824	-(43,176)	665,456	835,445	-(169,989)
Total Carloadings	150,436	148,382	2,054	1,841,915	1,921,128	-(79,213)	5,422,302	5,696,924	-(274,622)

Norfolk Southern Corporation
Weekly Merchandise, Intermodal and Coal/Coke Car loadings
Week 40 (Q4) From: 10-02-2016 To: 10-08-2016
Data Generated: Mon Jul 23 03:10:04 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	951	827	124	951	827	124	38,704	38,962	-(258)
Chemicals	7,442	7,795	-(353)	7,442	7,795	-(353)	311,068	314,530	-(3,462)
Crushed Stone, Sand and Gravel	5,031	4,643	388	5,031	4,643	388	171,568	175,661	-(4,093)
Farm Products Ex Grain	155	170	-(15)	155	170	-(15)	6,524	7,977	-(1,453)
Food and Kindred Products	1,811	1,848	-(37)	1,811	1,848	-(37)	70,259	67,503	2,756
Grain	3,795	4,028	-(233)	3,795	4,028	-(233)	142,146	149,218	-(7,072)
Grain Mill Products	2,542	2,685	-(143)	2,542	2,685	-(143)	99,612	110,922	-(11,310)
Iron and Steel Scrap	1,064	1,352	-(288)	1,064	1,352	-(288)	60,076	60,780	-(704)
Lumber and Wood Products	953	953	0	953	953	0	39,276	39,280	-(4)
Metallic Ores	82	97	-(15)	82	97	-(15)	3,583	4,250	-(667)
Metals and Products	5,354	4,723	631	5,354	4,723	631	213,638	206,494	7,144
Motor Vehicles and Equipment	9,003	8,278	725	9,003	8,278	725	341,795	326,264	15,531
Non Metallic Minerals	513	482	31	513	482	31	13,516	18,402	-(4,886)
Petroleum Products	3,073	4,667	-(1,594)	3,073	4,667	-(1,594)	134,330	168,878	-(34,548)
Primary Forest Products	473	503	-(30)	473	503	-(30)	21,986	24,463	-(2,477)
Pulp, Paper and Allied Products	2,324	2,793	-(469)	2,324	2,793	-(469)	110,337	120,039	-(9,702)
Stone, Clay and Glass Products	2,818	2,648	170	2,818	2,648	170	114,151	108,022	6,129
Waste and Scrap Materials	891	696	195	891	696	195	34,208	27,269	6,939
Total Merchandise	48,275	49,188	-(913)	48,275	49,188	-(913)	1,926,777	1,968,914	-(42,137)
Container	68,162	65,424	2,738	68,162	65,424	2,738	2,697,530	2,577,176	120,354
Trailer	7,382	10,762	-(3,380)	7,382	10,762	-(3,380)	256,358	440,763	-(184,405)
Total Intermodal	75,544	76,186	-(642)	75,544	76,186	-(642)	2,953,888	3,017,939	-(64,051)
Coal	18,065	18,659	-(594)	18,065	18,659	-(594)	633,347	806,729	-(173,382)
Coke	1,323	1,138	185	1,323	1,138	185	51,497	48,513	2,984
Total Coal and Coke	19,388	19,797	-(409)	19,388	19,797	-(409)	684,844	855,242	-(170,398)
Total Carloadings	143,207	145,171	-(1,964)	143,207	145,171	-(1,964)	5,565,509	5,842,095	-(276,586)

Norfolk Southern Corporation
Weekly Merchandise, Intermodal and Coal/Coke Car loadings
Week 41 (Q4) From: 10-09-2016 To: 10-15-2016
 Data Generated: Mon Jul 23 03:10:04 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	865	670	195	1,816	1,497	319	39,569	39,632	-(63)
Chemicals	7,443	7,706	-(263)	14,885	15,501	-(616)	318,511	322,236	-(3,725)
Crushed Stone, Sand and Gravel	4,483	4,959	-(476)	9,514	9,602	-(88)	176,051	180,620	-(4,569)
Farm Products Ex Grain	137	167	-(30)	292	337	-(45)	6,661	8,144	-(1,483)
Food and Kindred Products	1,873	1,835	38	3,684	3,683	1	72,132	69,338	2,794
Grain	4,332	4,097	235	8,127	8,125	2	146,478	153,315	-(6,837)
Grain Mill Products	2,449	2,847	-(398)	4,991	5,532	-(541)	102,061	113,769	-(11,708)
Iron and Steel Scrap	1,291	1,265	26	2,355	2,617	-(262)	61,367	62,045	-(678)
Lumber and Wood Products	901	845	56	1,854	1,798	56	40,177	40,125	52
Metallic Ores	127	131	-(4)	209	228	-(19)	3,710	4,381	-(671)
Metals and Products	4,969	4,757	212	10,323	9,480	843	218,607	211,251	7,356
Motor Vehicles and Equipment	9,184	8,940	244	18,187	17,218	969	350,979	335,204	15,775
Non Metallic Minerals	460	466	-(6)	973	948	25	13,976	18,868	-(4,892)
Petroleum Products	3,387	4,477	-(1,090)	6,460	9,144	-(2,684)	137,717	173,355	-(35,638)
Primary Forest Products	376	634	-(258)	849	1,137	-(288)	22,362	25,097	-(2,735)
Pulp, Paper and Allied Products	2,515	3,025	-(510)	4,839	5,818	-(979)	112,852	123,064	-(10,212)
Stone, Clay and Glass Products	2,723	2,640	83	5,541	5,288	253	116,874	110,662	6,212
Waste and Scrap Materials	969	650	319	1,860	1,346	514	35,177	27,919	7,258
Total Merchandise	48,484	50,111	-(1,627)	96,759	99,299	-(2,540)	1,975,261	2,019,025	-(43,764)
Container	70,846	65,792	5,054	139,008	131,216	7,792	2,768,376	2,642,968	125,408
Trailer	7,647	10,287	-(2,640)	15,029	21,049	-(6,020)	264,005	451,050	-(187,045)
Total Intermodal	78,493	76,079	2,414	154,037	152,265	1,772	3,032,381	3,094,018	-(61,637)
Coal	17,188	20,029	-(2,841)	35,253	38,688	-(3,435)	650,535	826,758	-(176,223)
Coke	1,105	1,492	-(387)	2,428	2,630	-(202)	52,602	50,005	2,597
Total Coal and Coke	18,293	21,521	-(3,228)	37,681	41,318	-(3,637)	703,137	876,763	-(173,626)
Total Carloadings	145,270	147,711	-(2,441)	288,477	292,882	-(4,405)	5,710,779	5,989,806	-(279,027)

Norfolk Southern Corporation
Weekly Merchandise, Intermodal and Coal/Coke Car loadings
Week 42 (Q4) From: 10-16-2016 To: 10-22-2016
 Data Generated: Mon Jul 23 03:10:05 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	791	937	-(146)	2,607	2,434	173	40,360	40,569	-(209)
Chemicals	7,098	7,298	-(200)	21,983	22,799	-(816)	325,609	329,534	-(3,925)
Crushed Stone, Sand and Gravel	4,834	4,567	267	14,348	14,169	179	180,885	185,187	-(4,302)
Farm Products Ex Grain	193	195	-(2)	485	532	-(47)	6,854	8,339	-(1,485)
Food and Kindred Products	1,960	1,694	266	5,644	5,377	267	74,092	71,032	3,060
Grain	4,840	4,345	495	12,967	12,470	497	151,318	157,660	-(6,342)
Grain Mill Products	2,498	2,412	86	7,489	7,944	-(455)	104,559	116,181	-(11,622)
Iron and Steel Scrap	1,383	1,262	121	3,738	3,879	-(141)	62,750	63,307	-(557)
Lumber and Wood Products	850	938	-(88)	2,704	2,736	-(32)	41,027	41,063	-(36)
Metallic Ores	90	123	-(33)	299	351	-(52)	3,800	4,504	-(704)
Metals and Products	4,794	4,378	416	15,117	13,858	1,259	223,401	215,629	7,772
Motor Vehicles and Equipment	9,136	9,008	128	27,323	26,226	1,097	360,115	344,212	15,903
Non Metallic Minerals	377	474	-(97)	1,350	1,422	-(72)	14,353	19,342	-(4,989)
Petroleum Products	2,598	4,426	-(1,828)	9,058	13,570	-(4,512)	140,315	177,781	-(37,466)
Primary Forest Products	480	593	-(113)	1,329	1,730	-(401)	22,842	25,690	-(2,848)
Pulp, Paper and Allied Products	2,477	2,910	-(433)	7,316	8,728	-(1,412)	115,329	125,974	-(10,645)
Stone, Clay and Glass Products	2,827	3,130	-(303)	8,368	8,418	-(50)	119,701	113,792	5,909
Waste and Scrap Materials	1,032	717	315	2,892	2,063	829	36,209	28,636	7,573
Total Merchandise	48,258	49,407	-(1,149)	145,017	148,706	-(3,689)	2,023,519	2,068,432	-(44,913)
Container	73,543	65,912	7,631	212,551	197,128	15,423	2,841,919	2,708,880	133,039
Trailer	6,775	10,344	-(3,569)	21,804	31,393	-(9,589)	270,780	461,394	-(190,614)
Total Intermodal	80,318	76,256	4,062	234,355	228,521	5,834	3,112,699	3,170,274	-(57,575)
Coal	18,212	20,330	-(2,118)	53,465	59,018	-(5,553)	668,747	847,088	-(178,341)
Coke	1,183	1,178	5	3,611	3,808	-(197)	53,785	51,183	2,602
Total Coal and Coke	19,395	21,508	-(2,113)	57,076	62,826	-(5,750)	722,532	898,271	-(175,739)
Total Carloadings	147,971	147,171	800	436,448	440,053	-(3,605)	5,858,750	6,136,977	-(278,227)

Norfolk Southern Corporation
Weekly Merchandise, Intermodal and Coal/Coke Car loadings
Week 43 (Q4) From: 10-23-2016 To: 10-29-2016
Data Generated: Mon Jul 23 03:10:05 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	783	1,098	-(315)	3,390	3,532	-(142)	41,143	41,667	-(524)
Chemicals	6,932	7,793	-(861)	28,915	30,592	-(1,677)	332,541	337,327	-(4,786)
Crushed Stone, Sand and Gravel	4,677	4,638	39	19,025	18,807	218	185,562	189,825	-(4,263)
Farm Products Ex Grain	250	241	9	735	773	-(38)	7,104	8,580	-(1,476)
Food and Kindred Products	1,963	1,699	264	7,607	7,076	531	76,055	72,731	3,324
Grain	4,724	3,834	890	17,691	16,304	1,387	156,042	161,494	-(5,452)
Grain Mill Products	2,558	2,790	-(232)	10,047	10,734	-(687)	107,117	118,971	-(11,854)
Iron and Steel Scrap	1,488	1,348	140	5,226	5,227	-(1)	64,238	64,655	-(417)
Lumber and Wood Products	872	962	-(90)	3,576	3,698	-(122)	41,899	42,025	-(126)
Metallic Ores	85	112	-(27)	384	463	-(79)	3,885	4,616	-(731)
Metals and Products	4,867	4,391	476	19,984	18,249	1,735	228,268	220,020	8,248
Motor Vehicles and Equipment	8,507	8,866	-(359)	35,830	35,092	738	368,622	353,078	15,544
Non Metallic Minerals	418	505	-(87)	1,768	1,927	-(159)	14,771	19,847	-(5,076)
Petroleum Products	3,036	4,368	-(1,332)	12,094	17,938	-(5,844)	143,351	182,149	-(38,798)
Primary Forest Products	365	587	-(222)	1,694	2,317	-(623)	23,207	26,277	-(3,070)
Pulp, Paper and Allied Products	2,474	2,920	-(446)	9,790	11,648	-(1,858)	117,803	128,894	-(11,091)
Stone, Clay and Glass Products	2,712	2,760	-(48)	11,080	11,178	-(98)	122,413	116,552	5,861
Waste and Scrap Materials	991	644	347	3,883	2,707	1,176	37,200	29,280	7,920
Total Merchandise	47,702	49,556	-(1,854)	192,719	198,262	-(5,543)	2,071,221	2,117,988	-(46,767)
Container	73,669	66,693	6,976	286,220	263,821	22,399	2,915,588	2,775,573	140,015
Trailer	6,429	9,836	-(3,407)	28,233	41,229	-(12,996)	277,209	471,230	-(194,021)
Total Intermodal	80,098	76,529	3,569	314,453	305,050	9,403	3,192,797	3,246,803	-(54,006)
Coal	18,979	19,921	-(942)	72,444	78,939	-(6,495)	687,726	867,009	-(179,283)
Coke	1,253	1,147	106	4,864	4,955	-(91)	55,038	52,330	2,708
Total Coal and Coke	20,232	21,068	-(836)	77,308	83,894	-(6,586)	742,764	919,339	-(176,575)
Total Carloadings	148,032	147,153	879	584,480	587,206	-(2,726)	6,006,782	6,284,130	-(277,348)