

Norfolk Southern Corporation
Weekly Merchandise, Intermodal and Coal/Coke Car loadings
Week 1 (Q1) From: 01-01-2017 To: 01-07-2017
Data Generated: Mon Jul 23 03:05:36 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	651	923	-(272)	651	923	-(272)	651	923	-(272)
Chemicals	7,080	8,154	-(1,074)	7,080	8,154	-(1,074)	7,080	8,154	-(1,074)
Crushed Stone, Sand and Gravel	2,473	3,055	-(582)	2,473	3,055	-(582)	2,473	3,055	-(582)
Farm Products Ex Grain	124	173	-(49)	124	173	-(49)	124	173	-(49)
Food and Kindred Products	1,457	1,473	-(16)	1,457	1,473	-(16)	1,457	1,473	-(16)
Grain	3,741	3,659	82	3,741	3,659	82	3,741	3,659	82
Grain Mill Products	2,116	2,546	-(430)	2,116	2,546	-(430)	2,116	2,546	-(430)
Iron and Steel Scrap	958	935	23	958	935	23	958	935	23
Lumber and Wood Products	685	826	-(141)	685	826	-(141)	685	826	-(141)
Metallic Ores	80	64	16	80	64	16	80	64	16
Metals and Products	4,990	4,682	308	4,990	4,682	308	4,990	4,682	308
Motor Vehicles and Equipment	5,423	6,175	-(752)	5,423	6,175	-(752)	5,423	6,175	-(752)
Non Metallic Minerals	377	346	31	377	346	31	377	346	31
Petroleum Products	3,087	4,513	-(1,426)	3,087	4,513	-(1,426)	3,087	4,513	-(1,426)
Primary Forest Products	443	708	-(265)	443	708	-(265)	443	708	-(265)
Pulp, Paper and Allied Products	2,791	3,154	-(363)	2,791	3,154	-(363)	2,791	3,154	-(363)
Stone, Clay and Glass Products	2,067	2,490	-(423)	2,067	2,490	-(423)	2,067	2,490	-(423)
Waste and Scrap Materials	830	662	168	830	662	168	830	662	168
Total Merchandise	39,373	44,538	-(5,165)	39,373	44,538	-(5,165)	39,373	44,538	-(5,165)
Container	54,365	63,099	-(8,734)	54,365	63,099	-(8,734)	54,365	63,099	-(8,734)
Trailer	6,073	6,687	-(614)	6,073	6,687	-(614)	6,073	6,687	-(614)
Total Intermodal	60,438	69,786	-(9,348)	60,438	69,786	-(9,348)	60,438	69,786	-(9,348)
Coal	15,573	14,427	1,146	15,573	14,427	1,146	15,573	14,427	1,146
Coke	1,128	1,078	50	1,128	1,078	50	1,128	1,078	50
Total Coal and Coke	16,701	15,505	1,196	16,701	15,505	1,196	16,701	15,505	1,196
Total Carloadings	116,512	129,829	-(13,317)	116,512	129,829	-(13,317)	116,512	129,829	-(13,317)

Norfolk Southern Corporation
Weekly Merchandise, Intermodal and Coal/Coke Car loadings
Week 2 (Q1) From: 01-08-2017 To: 01-14-2017
Data Generated: Mon Jul 23 03:05:36 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	770	888	-(118)	1,421	1,811	-(390)	1,421	1,811	-(390)
Chemicals	7,682	8,083	-(401)	14,762	16,237	-(1,475)	14,762	16,237	-(1,475)
Crushed Stone, Sand and Gravel	2,771	2,859	-(88)	5,244	5,914	-(670)	5,244	5,914	-(670)
Farm Products Ex Grain	170	200	-(30)	294	373	-(79)	294	373	-(79)
Food and Kindred Products	1,403	1,493	-(90)	2,860	2,966	-(106)	2,860	2,966	-(106)
Grain	4,230	3,598	632	7,971	7,257	714	7,971	7,257	714
Grain Mill Products	2,559	2,383	176	4,675	4,929	-(254)	4,675	4,929	-(254)
Iron and Steel Scrap	1,490	1,449	41	2,448	2,384	64	2,448	2,384	64
Lumber and Wood Products	793	851	-(58)	1,478	1,677	-(199)	1,478	1,677	-(199)
Metallic Ores	105	100	5	185	164	21	185	164	21
Metals and Products	5,782	5,012	770	10,772	9,694	1,078	10,772	9,694	1,078
Motor Vehicles and Equipment	7,905	7,683	222	13,328	13,858	-(530)	13,328	13,858	-(530)
Non Metallic Minerals	452	314	138	829	660	169	829	660	169
Petroleum Products	3,492	3,465	27	6,579	7,978	-(1,399)	6,579	7,978	-(1,399)
Primary Forest Products	470	614	-(144)	913	1,322	-(409)	913	1,322	-(409)
Pulp, Paper and Allied Products	2,887	2,820	67	5,678	5,974	-(296)	5,678	5,974	-(296)
Stone, Clay and Glass Products	2,262	2,824	-(562)	4,329	5,314	-(985)	4,329	5,314	-(985)
Waste and Scrap Materials	1,002	681	321	1,832	1,343	489	1,832	1,343	489
Total Merchandise	46,225	45,317	908	85,598	89,855	-(4,257)	85,598	89,855	-(4,257)
Container	66,442	64,636	1,806	120,807	127,735	-(6,928)	120,807	127,735	-(6,928)
Trailer	7,840	7,021	819	13,913	13,708	205	13,913	13,708	205
Total Intermodal	74,282	71,657	2,625	134,720	141,443	-(6,723)	134,720	141,443	-(6,723)
Coal	18,067	14,507	3,560	33,640	28,934	4,706	33,640	28,934	4,706
Coke	1,346	1,209	137	2,474	2,287	187	2,474	2,287	187
Total Coal and Coke	19,413	15,716	3,697	36,114	31,221	4,893	36,114	31,221	4,893
Total Carloadings	139,920	132,690	7,230	256,432	262,519	-(6,087)	256,432	262,519	-(6,087)

Norfolk Southern Corporation
Weekly Merchandise, Intermodal and Coal/Coke Car loadings
Week 3 (Q1) From: 01-15-2017 To: 01-21-2017
Data Generated: Mon Jul 23 03:05:36 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	892	1,214	-(322)	2,313	3,025	-(712)	2,313	3,025	-(712)
Chemicals	7,693	7,484	209	22,455	23,721	-(1,266)	22,455	23,721	-(1,266)
Crushed Stone, Sand and Gravel	3,767	2,493	1,274	9,011	8,407	604	9,011	8,407	604
Farm Products Ex Grain	142	173	-(31)	436	546	-(110)	436	546	-(110)
Food and Kindred Products	1,868	1,643	225	4,728	4,609	119	4,728	4,609	119
Grain	4,417	3,061	1,356	12,388	10,318	2,070	12,388	10,318	2,070
Grain Mill Products	2,361	2,443	-(82)	7,036	7,372	-(336)	7,036	7,372	-(336)
Iron and Steel Scrap	1,558	1,416	142	4,006	3,800	206	4,006	3,800	206
Lumber and Wood Products	879	979	-(100)	2,357	2,656	-(299)	2,357	2,656	-(299)
Metallic Ores	68	99	-(31)	253	263	-(10)	253	263	-(10)
Metals and Products	5,779	5,250	529	16,551	14,944	1,607	16,551	14,944	1,607
Motor Vehicles and Equipment	8,691	7,821	870	22,019	21,679	340	22,019	21,679	340
Non Metallic Minerals	483	309	174	1,312	969	343	1,312	969	343
Petroleum Products	3,564	3,789	-(225)	10,143	11,767	-(1,624)	10,143	11,767	-(1,624)
Primary Forest Products	484	596	-(112)	1,397	1,918	-(521)	1,397	1,918	-(521)
Pulp, Paper and Allied Products	2,649	2,879	-(230)	8,327	8,853	-(526)	8,327	8,853	-(526)
Stone, Clay and Glass Products	2,556	2,362	194	6,885	7,676	-(791)	6,885	7,676	-(791)
Waste and Scrap Materials	992	561	431	2,824	1,904	920	2,824	1,904	920
Total Merchandise	48,843	44,572	4,271	134,441	134,427	14	134,441	134,427	14
Container	69,825	62,514	7,311	190,632	190,249	383	190,632	190,249	383
Trailer	7,365	6,797	568	21,278	20,505	773	21,278	20,505	773
Total Intermodal	77,190	69,311	7,879	211,910	210,754	1,156	211,910	210,754	1,156
Coal	19,073	13,843	5,230	52,713	42,777	9,936	52,713	42,777	9,936
Coke	1,334	1,135	199	3,808	3,422	386	3,808	3,422	386
Total Coal and Coke	20,407	14,978	5,429	56,521	46,199	10,322	56,521	46,199	10,322
Total Carloadings	146,440	128,861	17,579	402,872	391,380	11,492	402,872	391,380	11,492

Norfolk Southern Corporation
Weekly Merchandise, Intermodal and Coal/Coke Car loadings
Week 4 (Q1) From: 01-22-2017 To: 01-28-2017
Data Generated: Mon Jul 23 03:05:36 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	1,088	999	89	3,401	4,024	-(623)	3,401	4,024	-(623)
Chemicals	7,337	7,464	-(127)	29,792	31,185	-(1,393)	29,792	31,185	-(1,393)
Crushed Stone, Sand and Gravel	3,183	2,660	523	12,194	11,067	1,127	12,194	11,067	1,127
Farm Products Ex Grain	158	195	-(37)	594	741	-(147)	594	741	-(147)
Food and Kindred Products	1,606	1,632	-(26)	6,334	6,241	93	6,334	6,241	93
Grain	4,008	4,405	-(397)	16,396	14,723	1,673	16,396	14,723	1,673
Grain Mill Products	2,799	2,575	224	9,835	9,947	-(112)	9,835	9,947	-(112)
Iron and Steel Scrap	1,801	1,629	172	5,807	5,429	378	5,807	5,429	378
Lumber and Wood Products	1,035	1,084	-(49)	3,392	3,740	-(348)	3,392	3,740	-(348)
Metallic Ores	88	98	-(10)	341	361	-(20)	341	361	-(20)
Metals and Products	6,350	5,154	1,196	22,901	20,098	2,803	22,901	20,098	2,803
Motor Vehicles and Equipment	8,884	9,519	-(635)	30,903	31,198	-(295)	30,903	31,198	-(295)
Non Metallic Minerals	345	278	67	1,657	1,247	410	1,657	1,247	410
Petroleum Products	3,695	3,944	-(249)	13,838	15,711	-(1,873)	13,838	15,711	-(1,873)
Primary Forest Products	560	587	-(27)	1,957	2,505	-(548)	1,957	2,505	-(548)
Pulp, Paper and Allied Products	2,669	2,840	-(171)	10,996	11,693	-(697)	10,996	11,693	-(697)
Stone, Clay and Glass Products	2,532	2,456	76	9,417	10,132	-(715)	9,417	10,132	-(715)
Waste and Scrap Materials	1,035	493	542	3,859	2,397	1,462	3,859	2,397	1,462
Total Merchandise	49,173	48,012	1,161	183,614	182,439	1,175	183,614	182,439	1,175
Container	68,691	64,791	3,900	259,323	255,040	4,283	259,323	255,040	4,283
Trailer	7,749	6,732	1,017	29,027	27,237	1,790	29,027	27,237	1,790
Total Intermodal	76,440	71,523	4,917	288,350	282,277	6,073	288,350	282,277	6,073
Coal	20,700	15,571	5,129	73,413	58,348	15,065	73,413	58,348	15,065
Coke	1,411	977	434	5,219	4,399	820	5,219	4,399	820
Total Coal and Coke	22,111	16,548	5,563	78,632	62,747	15,885	78,632	62,747	15,885
Total Carloadings	147,724	136,083	11,641	550,596	527,463	23,133	550,596	527,463	23,133