

Norfolk Southern Corporation
Weekly Merchandise, Intermodal and Coal/Coke Car loadings
Week 9 (Q1) From: 02-26-2017 To: 03-04-2017
Data Generated: Mon Jul 23 03:02:05 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	1,017	964	53	7,765	9,168	-(1,403)	7,765	9,168	-(1,403)
Chemicals	7,812	8,502	-(690)	68,270	71,087	-(2,817)	68,270	71,087	-(2,817)
Crushed Stone, Sand and Gravel	4,513	3,804	709	31,636	27,177	4,459	31,636	27,177	4,459
Farm Products Ex Grain	184	162	22	1,470	1,611	-(141)	1,470	1,611	-(141)
Food and Kindred Products	1,501	1,942	-(441)	14,995	15,440	-(445)	14,995	15,440	-(445)
Grain	3,733	3,801	-(68)	34,651	33,212	1,439	34,651	33,212	1,439
Grain Mill Products	2,593	2,742	-(149)	22,535	22,439	96	22,535	22,439	96
Iron and Steel Scrap	1,449	1,309	140	13,380	12,412	968	13,380	12,412	968
Lumber and Wood Products	908	1,097	-(189)	8,181	8,788	-(607)	8,181	8,788	-(607)
Metallic Ores	126	106	20	838	848	-(10)	838	848	-(10)
Metals and Products	5,445	5,448	-(3)	51,416	46,495	4,921	51,416	46,495	4,921
Motor Vehicles and Equipment	8,858	9,214	-(356)	75,660	78,422	-(2,762)	75,660	78,422	-(2,762)
Non Metallic Minerals	613	285	328	4,128	2,906	1,222	4,128	2,906	1,222
Petroleum Products	2,834	3,260	-(426)	28,911	32,282	-(3,371)	28,911	32,282	-(3,371)
Primary Forest Products	575	692	-(117)	4,623	5,566	-(943)	4,623	5,566	-(943)
Pulp, Paper and Allied Products	2,520	2,647	-(127)	24,360	25,853	-(1,493)	24,360	25,853	-(1,493)
Stone, Clay and Glass Products	2,759	2,811	-(52)	23,062	23,594	-(532)	23,062	23,594	-(532)
Waste and Scrap Materials	1,048	847	201	8,802	5,801	3,001	8,802	5,801	3,001
Total Merchandise	48,488	49,633	-(1,145)	424,683	423,101	1,582	424,683	423,101	1,582
Container	71,322	69,980	1,342	612,835	593,266	19,569	612,835	593,266	19,569
Trailer	7,221	6,546	675	65,818	61,287	4,531	65,818	61,287	4,531
Total Intermodal	78,543	76,526	2,017	678,653	654,553	24,100	678,653	654,553	24,100
Coal	18,473	17,278	1,195	167,996	138,884	29,112	167,996	138,884	29,112
Coke	1,069	1,023	46	11,835	10,220	1,615	11,835	10,220	1,615
Total Coal and Coke	19,542	18,301	1,241	179,831	149,104	30,727	179,831	149,104	30,727
Total Carloadings	146,573	144,460	2,113	1,283,167	1,226,758	56,409	1,283,167	1,226,758	56,409

Norfolk Southern Corporation
Weekly Merchandise, Intermodal and Coal/Coke Car loadings
Week 10 (Q1) From: 03-05-2017 To: 03-11-2017
Data Generated: Mon Jul 23 03:02:06 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	1,369	-(437)	8,697	10,537	-(1,840)	8,697	10,537	-(1,840)
Chemicals	7,790	8,022	-(232)	76,060	79,109	-(3,049)	76,060	79,109	-(3,049)
Crushed Stone, Sand and Gravel	3,675	3,644	31	35,311	30,821	4,490	35,311	30,821	4,490
Farm Products Ex Grain	143	173	-(30)	1,613	1,784	-(171)	1,613	1,784	-(171)
Food and Kindred Products	1,856	1,869	-(13)	16,851	17,309	-(458)	16,851	17,309	-(458)
Grain	3,729	3,106	623	38,380	36,318	2,062	38,380	36,318	2,062
Grain Mill Products	2,574	2,515	59	25,109	24,954	155	25,109	24,954	155
Iron and Steel Scrap	1,607	1,326	281	14,987	13,738	1,249	14,987	13,738	1,249
Lumber and Wood Products	1,026	1,051	-(25)	9,207	9,839	-(632)	9,207	9,839	-(632)
Metallic Ores	115	100	15	953	948	5	953	948	5
Metals and Products	5,608	4,888	720	57,024	51,383	5,641	57,024	51,383	5,641
Motor Vehicles and Equipment	9,224	9,614	-(390)	84,884	88,036	-(3,152)	84,884	88,036	-(3,152)
Non Metallic Minerals	584	352	232	4,712	3,258	1,454	4,712	3,258	1,454
Petroleum Products	3,160	3,501	-(341)	32,071	35,783	-(3,712)	32,071	35,783	-(3,712)
Primary Forest Products	564	662	-(98)	5,187	6,228	-(1,041)	5,187	6,228	-(1,041)
Pulp, Paper and Allied Products	2,577	2,622	-(45)	26,937	28,475	-(1,538)	26,937	28,475	-(1,538)
Stone, Clay and Glass Products	2,771	2,996	-(225)	25,833	26,590	-(757)	25,833	26,590	-(757)
Waste and Scrap Materials	1,010	783	227	9,812	6,584	3,228	9,812	6,584	3,228
Total Merchandise	48,945	48,593	352	473,628	471,694	1,934	473,628	471,694	1,934
Container	68,625	67,377	1,248	681,460	660,643	20,817	681,460	660,643	20,817
Trailer	7,040	6,535	505	72,858	67,822	5,036	72,858	67,822	5,036
Total Intermodal	75,665	73,912	1,753	754,318	728,465	25,853	754,318	728,465	25,853
Coal	18,860	16,670	2,190	186,856	155,554	31,302	186,856	155,554	31,302
Coke	1,293	1,277	16	13,128	11,497	1,631	13,128	11,497	1,631
Total Coal and Coke	20,153	17,947	2,206	199,984	167,051	32,933	199,984	167,051	32,933
Total Carloadings	144,763	140,452	4,311	1,427,930	1,367,210	60,720	1,427,930	1,367,210	60,720

Norfolk Southern Corporation
Weekly Merchandise, Intermodal and Coal/Coke Car loadings
Week 11 (Q1) From: 03-12-2017 To: 03-18-2017
Data Generated: Mon Jul 23 03:02:06 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	938	1,249	-(311)	9,635	11,786	-(2,151)	9,635	11,786	-(2,151)
Chemicals	7,735	8,074	-(339)	83,795	87,183	-(3,388)	83,795	87,183	-(3,388)
Crushed Stone, Sand and Gravel	3,769	3,873	-(104)	39,080	34,694	4,386	39,080	34,694	4,386
Farm Products Ex Grain	148	166	-(18)	1,761	1,950	-(189)	1,761	1,950	-(189)
Food and Kindred Products	1,675	1,779	-(104)	18,526	19,088	-(562)	18,526	19,088	-(562)
Grain	3,699	3,983	-(284)	42,079	40,301	1,778	42,079	40,301	1,778
Grain Mill Products	2,250	2,631	-(381)	27,359	27,585	-(226)	27,359	27,585	-(226)
Iron and Steel Scrap	1,364	1,540	-(176)	16,351	15,278	1,073	16,351	15,278	1,073
Lumber and Wood Products	922	994	-(72)	10,129	10,833	-(704)	10,129	10,833	-(704)
Metallic Ores	116	99	17	1,069	1,047	22	1,069	1,047	22
Metals and Products	5,772	5,495	277	62,796	56,878	5,918	62,796	56,878	5,918
Motor Vehicles and Equipment	8,595	9,301	-(706)	93,479	97,337	-(3,858)	93,479	97,337	-(3,858)
Non Metallic Minerals	514	352	162	5,226	3,610	1,616	5,226	3,610	1,616
Petroleum Products	3,090	3,035	55	35,161	38,818	-(3,657)	35,161	38,818	-(3,657)
Primary Forest Products	559	604	-(45)	5,746	6,832	-(1,086)	5,746	6,832	-(1,086)
Pulp, Paper and Allied Products	2,586	2,719	-(133)	29,523	31,194	-(1,671)	29,523	31,194	-(1,671)
Stone, Clay and Glass Products	2,540	2,987	-(447)	28,373	29,577	-(1,204)	28,373	29,577	-(1,204)
Waste and Scrap Materials	822	847	-(25)	10,634	7,431	3,203	10,634	7,431	3,203
Total Merchandise	47,094	49,728	-(2,634)	520,722	521,422	-(700)	520,722	521,422	-(700)
Container	63,442	66,132	-(2,690)	744,902	726,775	18,127	744,902	726,775	18,127
Trailer	7,432	6,386	1,046	80,290	74,208	6,082	80,290	74,208	6,082
Total Intermodal	70,874	72,518	-(1,644)	825,192	800,983	24,209	825,192	800,983	24,209
Coal	18,628	15,589	3,039	205,484	171,143	34,341	205,484	171,143	34,341
Coke	1,500	1,140	360	14,628	12,637	1,991	14,628	12,637	1,991
Total Coal and Coke	20,128	16,729	3,399	220,112	183,780	36,332	220,112	183,780	36,332
Total Carloadings	138,096	138,975	-(879)	1,566,026	1,506,185	59,841	1,566,026	1,506,185	59,841

Norfolk Southern Corporation
Weekly Merchandise, Intermodal and Coal/Coke Car loadings
Week 12 (Q1) From: 03-19-2017 To: 03-25-2017
Data Generated: Mon Jul 23 03:02:06 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	1,163	864	299	10,798	12,650	-(1,852)	10,798	12,650	-(1,852)
Chemicals	7,528	8,088	-(560)	91,323	95,271	-(3,948)	91,323	95,271	-(3,948)
Crushed Stone, Sand and Gravel	4,590	4,305	285	43,670	38,999	4,671	43,670	38,999	4,671
Farm Products Ex Grain	153	171	-(18)	1,914	2,121	-(207)	1,914	2,121	-(207)
Food and Kindred Products	1,864	1,794	70	20,390	20,882	-(492)	20,390	20,882	-(492)
Grain	4,222	2,993	1,229	46,301	43,294	3,007	46,301	43,294	3,007
Grain Mill Products	2,752	2,482	270	30,111	30,067	44	30,111	30,067	44
Iron and Steel Scrap	1,724	1,389	335	18,075	16,667	1,408	18,075	16,667	1,408
Lumber and Wood Products	1,039	1,003	36	11,168	11,836	-(668)	11,168	11,836	-(668)
Metallic Ores	101	97	4	1,170	1,144	26	1,170	1,144	26
Metals and Products	5,744	5,344	400	68,540	62,222	6,318	68,540	62,222	6,318
Motor Vehicles and Equipment	9,086	9,135	-(49)	102,565	106,472	-(3,907)	102,565	106,472	-(3,907)
Non Metallic Minerals	565	368	197	5,791	3,978	1,813	5,791	3,978	1,813
Petroleum Products	3,306	3,350	-(44)	38,467	42,168	-(3,701)	38,467	42,168	-(3,701)
Primary Forest Products	675	602	73	6,421	7,434	-(1,013)	6,421	7,434	-(1,013)
Pulp, Paper and Allied Products	2,610	2,714	-(104)	32,133	33,908	-(1,775)	32,133	33,908	-(1,775)
Stone, Clay and Glass Products	2,867	2,725	142	31,240	32,302	-(1,062)	31,240	32,302	-(1,062)
Waste and Scrap Materials	599	758	-(159)	11,233	8,189	3,044	11,233	8,189	3,044
Total Merchandise	50,588	48,182	2,406	571,310	569,604	1,706	571,310	569,604	1,706
Container	68,379	66,626	1,753	813,281	793,401	19,880	813,281	793,401	19,880
Trailer	7,915	5,875	2,040	88,205	80,083	8,122	88,205	80,083	8,122
Total Intermodal	76,294	72,501	3,793	901,486	873,484	28,002	901,486	873,484	28,002
Coal	20,037	16,536	3,501	225,521	187,679	37,842	225,521	187,679	37,842
Coke	1,376	1,109	267	16,004	13,746	2,258	16,004	13,746	2,258
Total Coal and Coke	21,413	17,645	3,768	241,525	201,425	40,100	241,525	201,425	40,100
Total Carloadings	148,295	138,328	9,967	1,714,321	1,644,513	69,808	1,714,321	1,644,513	69,808