

**Norfolk Southern Corporation**  
**Weekly Merchandise, Intermodal and Coal/Coke Car loadings**  
**Week 1 (Q1) From: 12-31-2017 To: 01-06-2018**  
 Data Generated: Tue Jul 24 01:59:17 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	696	705	-(9)	696	705	-(9)	696	705	-(9)
Chemicals	7,093	7,062	31	7,093	7,062	31	7,093	7,062	31
Crushed Stone, Sand and Gravel	1,972	2,483	-(511)	1,972	2,483	-(511)	1,972	2,483	-(511)
Farm Products Ex Grain	131	124	7	131	124	7	131	124	7
Food and Kindred Products	1,208	1,450	-(242)	1,208	1,450	-(242)	1,208	1,450	-(242)
Grain	2,757	3,829	-(1,072)	2,757	3,829	-(1,072)	2,757	3,829	-(1,072)
Grain Mill Products	2,048	2,127	-(79)	2,048	2,127	-(79)	2,048	2,127	-(79)
Iron and Steel Scrap	906	970	-(64)	906	970	-(64)	906	970	-(64)
Lumber and Wood Products	643	687	-(44)	643	687	-(44)	643	687	-(44)
Metallic Ores	57	74	-(17)	57	74	-(17)	57	74	-(17)
Metals and Products	4,910	4,979	-(69)	4,910	4,979	-(69)	4,910	4,979	-(69)
Motor Vehicles and Equipment	5,284	5,422	-(138)	5,284	5,422	-(138)	5,284	5,422	-(138)
Non Metallic Minerals	314	376	-(62)	314	376	-(62)	314	376	-(62)
Petroleum Products	3,043	3,083	-(40)	3,043	3,083	-(40)	3,043	3,083	-(40)
Primary Forest Products	328	447	-(119)	328	447	-(119)	328	447	-(119)
Pulp, Paper and Allied Products	2,563	2,780	-(217)	2,563	2,780	-(217)	2,563	2,780	-(217)
Stone, Clay and Glass Products	1,717	2,071	-(354)	1,717	2,071	-(354)	1,717	2,071	-(354)
Waste and Scrap Materials	588	814	-(226)	588	814	-(226)	588	814	-(226)
<b>Total Merchandise</b>	<b>36,258</b>	<b>39,483</b>	<b>-(3,225)</b>	<b>36,258</b>	<b>39,483</b>	<b>-(3,225)</b>	<b>36,258</b>	<b>39,483</b>	<b>-(3,225)</b>
Container	52,914	54,620	-(1,706)	52,914	54,620	-(1,706)	52,914	54,620	-(1,706)
Trailer	7,182	5,835	1,347	7,182	5,835	1,347	7,182	5,835	1,347
<b>Total Intermodal</b>	<b>60,096</b>	<b>60,455</b>	<b>-(359)</b>	<b>60,096</b>	<b>60,455</b>	<b>-(359)</b>	<b>60,096</b>	<b>60,455</b>	<b>-(359)</b>
Coal	11,692	15,569	-(3,877)	11,692	15,569	-(3,877)	11,692	15,569	-(3,877)
Coke	986	1,127	-(141)	986	1,127	-(141)	986	1,127	-(141)
<b>Total Coal and Coke</b>	<b>12,678</b>	<b>16,696</b>	<b>-(4,018)</b>	<b>12,678</b>	<b>16,696</b>	<b>-(4,018)</b>	<b>12,678</b>	<b>16,696</b>	<b>-(4,018)</b>
<b>Total Carloadings</b>	<b>109,032</b>	<b>116,634</b>	<b>-(7,602)</b>	<b>109,032</b>	<b>116,634</b>	<b>-(7,602)</b>	<b>109,032</b>	<b>116,634</b>	<b>-(7,602)</b>

**Norfolk Southern Corporation**  
**Weekly Merchandise, Intermodal and Coal/Coke Car loadings**  
**Week 2 (Q1) From: 01-07-2018 To: 01-13-2018**  
Data Generated: Tue Jul 24 01:59:18 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	881	775	106	1,577	1,480	97	1,577	1,480	97
Chemicals	8,299	7,720	579	15,392	14,782	610	15,392	14,782	610
Crushed Stone, Sand and Gravel	3,077	2,774	303	5,049	5,257	-(208)	5,049	5,257	-(208)
Farm Products Ex Grain	183	170	13	314	294	20	314	294	20
Food and Kindred Products	1,751	1,401	350	2,959	2,851	108	2,959	2,851	108
Grain	3,591	4,198	-(607)	6,348	8,027	-(1,679)	6,348	8,027	-(1,679)
Grain Mill Products	2,379	2,546	-(167)	4,427	4,673	-(246)	4,427	4,673	-(246)
Iron and Steel Scrap	1,615	1,494	121	2,521	2,464	57	2,521	2,464	57
Lumber and Wood Products	823	791	32	1,466	1,478	-(12)	1,466	1,478	-(12)
Metallic Ores	120	107	13	177	181	-(4)	177	181	-(4)
Metals and Products	4,891	5,784	-(893)	9,801	10,763	-(962)	9,801	10,763	-(962)
Motor Vehicles and Equipment	7,707	7,896	-(189)	12,991	13,318	-(327)	12,991	13,318	-(327)
Non Metallic Minerals	419	452	-(33)	733	828	-(95)	733	828	-(95)
Petroleum Products	3,339	3,490	-(151)	6,382	6,573	-(191)	6,382	6,573	-(191)
Primary Forest Products	447	470	-(23)	775	917	-(142)	775	917	-(142)
Pulp, Paper and Allied Products	2,968	2,904	64	5,531	5,684	-(153)	5,531	5,684	-(153)
Stone, Clay and Glass Products	2,189	2,261	-(72)	3,906	4,332	-(426)	3,906	4,332	-(426)
Waste and Scrap Materials	931	988	-(57)	1,519	1,802	-(283)	1,519	1,802	-(283)
<b>Total Merchandise</b>	<b>45,610</b>	<b>46,221</b>	<b>-(611)</b>	<b>81,868</b>	<b>85,704</b>	<b>-(3,836)</b>	<b>81,868</b>	<b>85,704</b>	<b>-(3,836)</b>
Container	72,502	66,705	5,797	125,416	121,325	4,091	125,416	121,325	4,091
Trailer	8,311	7,577	734	15,493	13,412	2,081	15,493	13,412	2,081
<b>Total Intermodal</b>	<b>80,813</b>	<b>74,282</b>	<b>6,531</b>	<b>140,909</b>	<b>134,737</b>	<b>6,172</b>	<b>140,909</b>	<b>134,737</b>	<b>6,172</b>
Coal	13,958	17,797	-(3,839)	25,650	33,366	-(7,716)	25,650	33,366	-(7,716)
Coke	1,791	1,346	445	2,777	2,473	304	2,777	2,473	304
<b>Total Coal and Coke</b>	<b>15,749</b>	<b>19,143</b>	<b>-(3,394)</b>	<b>28,427</b>	<b>35,839</b>	<b>-(7,412)</b>	<b>28,427</b>	<b>35,839</b>	<b>-(7,412)</b>
<b>Total Carloadings</b>	<b>142,172</b>	<b>139,646</b>	<b>2,526</b>	<b>251,204</b>	<b>256,280</b>	<b>-(5,076)</b>	<b>251,204</b>	<b>256,280</b>	<b>-(5,076)</b>

**Norfolk Southern Corporation**  
**Weekly Merchandise, Intermodal and Coal/Coke Car loadings**  
**Week 3 (Q1) From: 01-14-2018 To: 01-20-2018**  
Data Generated: Tue Jul 24 01:59:18 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	1,394	884	510	2,971	2,364	607	2,971	2,364	607
Chemicals	7,798	7,677	121	23,190	22,459	731	23,190	22,459	731
Crushed Stone, Sand and Gravel	3,487	3,776	-(289)	8,536	9,033	-(497)	8,536	9,033	-(497)
Farm Products Ex Grain	160	142	18	474	436	38	474	436	38
Food and Kindred Products	1,461	1,867	-(406)	4,420	4,718	-(298)	4,420	4,718	-(298)
Grain	3,445	4,442	-(997)	9,793	12,469	-(2,676)	9,793	12,469	-(2,676)
Grain Mill Products	2,341	2,361	-(20)	6,768	7,034	-(266)	6,768	7,034	-(266)
Iron and Steel Scrap	1,407	1,553	-(146)	3,928	4,017	-(89)	3,928	4,017	-(89)
Lumber and Wood Products	784	886	-(102)	2,250	2,364	-(114)	2,250	2,364	-(114)
Metallic Ores	76	62	14	253	243	10	253	243	10
Metals and Products	5,217	5,782	-(565)	15,018	16,545	-(1,527)	15,018	16,545	-(1,527)
Motor Vehicles and Equipment	7,294	8,699	-(1,405)	20,285	22,017	-(1,732)	20,285	22,017	-(1,732)
Non Metallic Minerals	399	482	-(83)	1,132	1,310	-(178)	1,132	1,310	-(178)
Petroleum Products	3,201	3,558	-(357)	9,583	10,131	-(548)	9,583	10,131	-(548)
Primary Forest Products	418	483	-(65)	1,193	1,400	-(207)	1,193	1,400	-(207)
Pulp, Paper and Allied Products	2,763	2,656	107	8,294	8,340	-(46)	8,294	8,340	-(46)
Stone, Clay and Glass Products	1,974	2,552	-(578)	5,880	6,884	-(1,004)	5,880	6,884	-(1,004)
Waste and Scrap Materials	710	1,000	-(290)	2,229	2,802	-(573)	2,229	2,802	-(573)
<b>Total Merchandise</b>	<b>44,329</b>	<b>48,862</b>	<b>-(4,533)</b>	<b>126,197</b>	<b>134,566</b>	<b>-(8,369)</b>	<b>126,197</b>	<b>134,566</b>	<b>-(8,369)</b>
Container	70,653	70,116	537	196,069	191,441	4,628	196,069	191,441	4,628
Trailer	7,670	7,078	592	23,163	20,490	2,673	23,163	20,490	2,673
<b>Total Intermodal</b>	<b>78,323</b>	<b>77,194</b>	<b>1,129</b>	<b>219,232</b>	<b>211,931</b>	<b>7,301</b>	<b>219,232</b>	<b>211,931</b>	<b>7,301</b>
Coal	15,537	19,125	-(3,588)	41,187	52,491	-(11,304)	41,187	52,491	-(11,304)
Coke	1,305	1,312	-(7)	4,082	3,785	297	4,082	3,785	297
<b>Total Coal and Coke</b>	<b>16,842</b>	<b>20,437</b>	<b>-(3,595)</b>	<b>45,269</b>	<b>56,276</b>	<b>-(11,007)</b>	<b>45,269</b>	<b>56,276</b>	<b>-(11,007)</b>
<b>Total Carloadings</b>	<b>139,494</b>	<b>146,493</b>	<b>-(6,999)</b>	<b>390,698</b>	<b>402,773</b>	<b>-(12,075)</b>	<b>390,698</b>	<b>402,773</b>	<b>-(12,075)</b>

**Norfolk Southern Corporation**  
**Weekly Merchandise, Intermodal and Coal/Coke Car loadings**  
**Week 4 (Q1) From: 01-21-2018 To: 01-27-2018**  
 Data Generated: Tue Jul 24 01:59:18 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	1,271	1,112	159	4,242	3,476	766	4,242	3,476	766
Chemicals	8,913	7,379	1,534	32,103	29,838	2,265	32,103	29,838	2,265
Crushed Stone, Sand and Gravel	3,430	3,181	249	11,966	12,214	-(248)	11,966	12,214	-(248)
Farm Products Ex Grain	194	158	36	668	594	74	668	594	74
Food and Kindred Products	1,651	1,606	45	6,071	6,324	-(253)	6,071	6,324	-(253)
Grain	3,141	4,040	-(899)	12,934	16,509	-(3,575)	12,934	16,509	-(3,575)
Grain Mill Products	2,194	2,759	-(565)	8,962	9,793	-(831)	8,962	9,793	-(831)
Iron and Steel Scrap	1,590	1,819	-(229)	5,518	5,836	-(318)	5,518	5,836	-(318)
Lumber and Wood Products	993	1,022	-(29)	3,243	3,386	-(143)	3,243	3,386	-(143)
Metallic Ores	75	82	-(7)	328	325	3	328	325	3
Metals and Products	5,317	6,360	-(1,043)	20,335	22,905	-(2,570)	20,335	22,905	-(2,570)
Motor Vehicles and Equipment	8,798	8,880	-(82)	29,083	30,897	-(1,814)	29,083	30,897	-(1,814)
Non Metallic Minerals	526	345	181	1,658	1,655	3	1,658	1,655	3
Petroleum Products	3,850	3,678	172	13,433	13,809	-(376)	13,433	13,809	-(376)
Primary Forest Products	517	560	-(43)	1,710	1,960	-(250)	1,710	1,960	-(250)
Pulp, Paper and Allied Products	2,795	2,667	128	11,089	11,007	82	11,089	11,007	82
Stone, Clay and Glass Products	2,626	2,536	90	8,506	9,420	-(914)	8,506	9,420	-(914)
Waste and Scrap Materials	886	1,038	-(152)	3,115	3,840	-(725)	3,115	3,840	-(725)
<b>Total Merchandise</b>	<b>48,767</b>	<b>49,222</b>	<b>-(455)</b>	<b>174,964</b>	<b>183,788</b>	<b>-(8,824)</b>	<b>174,964</b>	<b>183,788</b>	<b>-(8,824)</b>
Container	76,857	68,911	7,946	272,926	260,352	12,574	272,926	260,352	12,574
Trailer	7,815	7,523	292	30,978	28,013	2,965	30,978	28,013	2,965
<b>Total Intermodal</b>	<b>84,672</b>	<b>76,434</b>	<b>8,238</b>	<b>303,904</b>	<b>288,365</b>	<b>15,539</b>	<b>303,904</b>	<b>288,365</b>	<b>15,539</b>
Coal	19,552	20,801	-(1,249)	60,739	73,292	-(12,553)	60,739	73,292	-(12,553)
Coke	1,218	1,435	-(217)	5,300	5,220	80	5,300	5,220	80
<b>Total Coal and Coke</b>	<b>20,770</b>	<b>22,236</b>	<b>-(1,466)</b>	<b>66,039</b>	<b>78,512</b>	<b>-(12,473)</b>	<b>66,039</b>	<b>78,512</b>	<b>-(12,473)</b>
<b>Total Carloadings</b>	<b>154,209</b>	<b>147,892</b>	<b>6,317</b>	<b>544,907</b>	<b>550,665</b>	<b>-(5,758)</b>	<b>544,907</b>	<b>550,665</b>	<b>-(5,758)</b>