

Norfolk Southern Corporation
Weekly Merchandise, Intermodal and Coal/Coke Car loadings
Week 27 (Q3) From: 07-01-2018 To: 07-07-2018
Data Generated: Mon Jul 30 05:00:24 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	983	472	511	983	472	511	30,414	24,652	5,762
Chemicals	8,147	7,262	885	8,147	7,262	885	229,664	205,499	24,165
Crushed Stone, Sand and Gravel	5,164	4,396	768	5,164	4,396	768	124,201	118,733	5,468
Farm Products Ex Grain	160	114	46	160	114	46	4,329	4,267	62
Food and Kindred Products	1,594	1,501	93	1,594	1,501	93	45,201	46,287	-(1,086)
Grain	3,911	4,019	-(108)	3,911	4,019	-(108)	90,643	100,788	-(10,145)
Grain Mill Products	2,694	2,406	288	2,694	2,406	288	68,376	67,872	504
Iron and Steel Scrap	1,119	1,022	97	1,119	1,022	97	40,256	41,899	-(1,643)
Lumber and Wood Products	912	845	67	912	845	67	25,465	25,883	-(418)
Metallic Ores	118	64	54	118	64	54	2,361	2,548	-(187)
Metals and Products	5,059	5,340	-(281)	5,059	5,340	-(281)	150,403	154,833	-(4,430)
Motor Vehicles and Equipment	5,877	5,377	500	5,877	5,377	500	213,477	227,995	-(14,518)
Non Metallic Minerals	409	402	7	409	402	7	14,651	12,350	2,301
Petroleum Products	3,461	2,314	1,147	3,461	2,314	1,147	92,047	82,716	9,331
Primary Forest Products	319	354	-(35)	319	354	-(35)	11,218	13,577	-(2,359)
Pulp, Paper and Allied Products	2,934	2,791	143	2,934	2,791	143	73,059	71,739	1,320
Stone, Clay and Glass Products	2,425	2,450	-(25)	2,425	2,450	-(25)	70,124	72,761	-(2,637)
Waste and Scrap Materials	798	680	118	798	680	118	22,511	22,812	-(301)
Total Merchandise	46,084	41,809	4,275	46,084	41,809	4,275	1,308,400	1,297,211	11,189
Container	70,898	59,411	11,487	70,898	59,411	11,487	2,002,985	1,868,753	134,232
Trailer	6,886	4,894	1,992	6,886	4,894	1,992	222,295	185,975	36,320
Total Intermodal	77,784	64,305	13,479	77,784	64,305	13,479	2,225,280	2,054,728	170,552
Coal	13,988	13,087	901	13,988	13,087	901	504,147	507,358	-(3,211)
Coke	1,241	1,257	-(16)	1,241	1,257	-(16)	37,009	36,456	553
Total Coal and Coke	15,229	14,344	885	15,229	14,344	885	541,156	543,814	-(2,658)
Total Carloadings	139,097	120,458	18,639	139,097	120,458	18,639	4,074,836	3,895,753	179,083

Norfolk Southern Corporation
Weekly Merchandise, Intermodal and Coal/Coke Car loadings
Week 28 (Q3) From: 07-08-2018 To: 07-14-2018
Data Generated: Mon Jul 30 05:00:24 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	1,044	820	224	2,027	1,292	735	31,458	25,472	5,986
Chemicals	8,953	8,183	770	17,100	15,445	1,655	238,617	213,682	24,935
Crushed Stone, Sand and Gravel	5,176	5,644	-(468)	10,340	10,040	300	129,377	124,377	5,000
Farm Products Ex Grain	172	155	17	332	269	63	4,501	4,422	79
Food and Kindred Products	1,697	1,831	-(134)	3,291	3,332	-(41)	46,898	48,118	-(1,220)
Grain	3,472	4,282	-(810)	7,383	8,301	-(918)	94,115	105,070	-(10,955)
Grain Mill Products	2,562	2,670	-(108)	5,256	5,076	180	70,938	70,542	396
Iron and Steel Scrap	1,702	1,530	172	2,821	2,552	269	41,958	43,429	-(1,471)
Lumber and Wood Products	917	930	-(13)	1,829	1,775	54	26,382	26,813	-(431)
Metallic Ores	80	101	-(21)	198	165	33	2,441	2,649	-(208)
Metals and Products	5,565	5,553	12	10,624	10,893	-(269)	155,968	160,386	-(4,418)
Motor Vehicles and Equipment	7,080	5,551	1,529	12,957	10,928	2,029	220,557	233,546	-(12,989)
Non Metallic Minerals	415	521	-(106)	824	923	-(99)	15,066	12,871	2,195
Petroleum Products	3,397	2,638	759	6,858	4,952	1,906	95,444	85,354	10,090
Primary Forest Products	432	358	74	751	712	39	11,650	13,935	-(2,285)
Pulp, Paper and Allied Products	3,071	2,857	214	6,005	5,648	357	76,130	74,596	1,534
Stone, Clay and Glass Products	2,980	3,003	-(23)	5,405	5,453	-(48)	73,104	75,764	-(2,660)
Waste and Scrap Materials	921	833	88	1,719	1,513	206	23,432	23,645	-(213)
Total Merchandise	49,636	47,460	2,176	95,720	89,269	6,451	1,358,036	1,344,671	13,365
Container	75,356	70,063	5,293	146,254	129,474	16,780	2,078,341	1,938,816	139,525
Trailer	7,804	5,523	2,281	14,690	10,417	4,273	230,099	191,498	38,601
Total Intermodal	83,160	75,586	7,574	160,944	139,891	21,053	2,308,440	2,130,314	178,126
Coal	17,391	17,422	-(31)	31,379	30,509	870	521,538	524,780	-(3,242)
Coke	1,368	1,415	-(47)	2,609	2,672	-(63)	38,377	37,871	506
Total Coal and Coke	18,759	18,837	-(78)	33,988	33,181	807	559,915	562,651	-(2,736)
Total Carloadings	151,555	141,883	9,672	290,652	262,341	28,311	4,226,391	4,037,636	188,755

Norfolk Southern Corporation
Weekly Merchandise, Intermodal and Coal/Coke Car loadings
Week 29 (Q3) From: 07-15-2018 To: 07-21-2018
Data Generated: Mon Jul 30 05:00:25 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	1,164	702	462	3,191	1,994	1,197	32,622	26,174	6,448
Chemicals	8,252	7,560	692	25,352	23,005	2,347	246,869	221,242	25,627
Crushed Stone, Sand and Gravel	5,700	5,364	336	16,040	15,404	636	135,077	129,741	5,336
Farm Products Ex Grain	152	124	28	484	393	91	4,653	4,546	107
Food and Kindred Products	1,644	1,535	109	4,935	4,867	68	48,542	49,653	-(1,111)
Grain	3,530	3,542	-(12)	10,913	11,843	-(930)	97,645	108,612	-(10,967)
Grain Mill Products	2,579	2,218	361	7,835	7,294	541	73,517	72,760	757
Iron and Steel Scrap	1,577	1,555	22	4,398	4,107	291	43,535	44,984	-(1,449)
Lumber and Wood Products	976	905	71	2,805	2,680	125	27,358	27,718	-(360)
Metallic Ores	97	96	1	295	261	34	2,538	2,745	-(207)
Metals and Products	5,760	5,672	88	16,384	16,565	-(181)	161,728	166,058	-(4,330)
Motor Vehicles and Equipment	6,544	5,953	591	19,501	16,881	2,620	227,101	239,499	-(12,398)
Non Metallic Minerals	675	314	361	1,499	1,237	262	15,741	13,185	2,556
Petroleum Products	3,653	2,709	944	10,511	7,661	2,850	99,097	88,063	11,034
Primary Forest Products	411	486	-(75)	1,162	1,198	-(36)	12,061	14,421	-(2,360)
Pulp, Paper and Allied Products	2,817	2,841	-(24)	8,822	8,489	333	78,947	77,437	1,510
Stone, Clay and Glass Products	2,693	2,670	23	8,098	8,123	-(25)	75,797	78,434	-(2,637)
Waste and Scrap Materials	953	802	151	2,672	2,315	357	24,385	24,447	-(62)
Total Merchandise	49,177	45,048	4,129	144,897	134,317	10,580	1,407,213	1,389,719	17,494
Container	78,099	71,195	6,904	224,353	200,669	23,684	2,156,440	2,010,011	146,429
Trailer	8,364	6,642	1,722	23,054	17,059	5,995	238,463	198,140	40,323
Total Intermodal	86,463	77,837	8,626	247,407	217,728	29,679	2,394,903	2,208,151	186,752
Coal	18,114	18,152	-(38)	49,493	48,661	832	539,652	542,932	-(3,280)
Coke	1,445	1,538	-(93)	4,054	4,210	-(156)	39,822	39,409	413
Total Coal and Coke	19,559	19,690	-(131)	53,547	52,871	676	579,474	582,341	-(2,867)
Total Carloadings	155,199	142,575	12,624	445,851	404,916	40,935	4,381,590	4,180,211	201,379

Norfolk Southern Corporation
Weekly Merchandise, Intermodal and Coal/Coke Car loadings
Week 30 (Q3) From: 07-22-2018 To: 07-28-2018
Data Generated: Mon Jul 30 05:00:25 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	888	857	31	4,079	2,851	1,228	33,510	27,031	6,479
Chemicals	8,597	7,054	1,543	33,949	30,059	3,890	255,466	228,296	27,170
Crushed Stone, Sand and Gravel	5,441	5,305	136	21,481	20,709	772	140,518	135,046	5,472
Farm Products Ex Grain	168	143	25	652	536	116	4,821	4,689	132
Food and Kindred Products	1,575	1,761	-(186)	6,510	6,628	-(118)	50,117	51,414	-(1,297)
Grain	3,821	3,675	146	14,734	15,518	-(784)	101,466	112,287	-(10,821)
Grain Mill Products	2,747	2,420	327	10,582	9,714	868	76,264	75,180	1,084
Iron and Steel Scrap	1,769	1,685	84	6,167	5,792	375	45,304	46,669	-(1,365)
Lumber and Wood Products	987	901	86	3,792	3,581	211	28,345	28,619	-(274)
Metallic Ores	88	94	-(6)	383	355	28	2,626	2,839	-(213)
Metals and Products	5,739	5,760	-(21)	22,123	22,325	-(202)	167,467	171,818	-(4,351)
Motor Vehicles and Equipment	6,701	7,109	-(408)	26,202	23,990	2,212	233,802	246,608	-(12,806)
Non Metallic Minerals	629	378	251	2,128	1,615	513	16,370	13,563	2,807
Petroleum Products	3,505	2,678	827	14,016	10,339	3,677	102,602	90,741	11,861
Primary Forest Products	410	591	-(181)	1,572	1,789	-(217)	12,471	15,012	-(2,541)
Pulp, Paper and Allied Products	2,887	2,879	8	11,709	11,368	341	81,834	80,316	1,518
Stone, Clay and Glass Products	2,888	2,928	-(40)	10,986	11,051	-(65)	78,685	81,362	-(2,677)
Waste and Scrap Materials	932	854	78	3,604	3,169	435	25,317	25,301	16
Total Merchandise	49,772	47,072	2,700	194,669	181,389	13,280	1,456,985	1,436,791	20,194
Container	78,126	74,467	3,659	302,479	275,136	27,343	2,234,566	2,084,478	150,088
Trailer	8,743	6,930	1,813	31,797	23,989	7,808	247,206	205,070	42,136
Total Intermodal	86,869	81,397	5,472	334,276	299,125	35,151	2,481,772	2,289,548	192,224
Coal	18,900	18,861	39	68,393	67,522	871	558,552	561,793	-(3,241)
Coke	1,379	1,303	76	5,433	5,513	-(80)	41,201	40,712	489
Total Coal and Coke	20,279	20,164	115	73,826	73,035	791	599,753	602,505	-(2,752)
Total Carloadings	156,920	148,633	8,287	602,771	553,549	49,222	4,538,510	4,328,844	209,666