

Norfolk Southern Corporation
Weekly Merchandise, Intermodal and Coal/Coke Car loadings
Week 5 (Q1) From: 01-27-2019 To: 02-02-2019
Data Generated: Mon Feb 25 05:00:20 EST 2019

| | 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 | 1,168 | 1,248 | -(80) | 4,068 | 5,381 | -(1,313) | 4,068 | 5,381 | -(1,313) |
| Chemicals | 7,977 | 8,621 | -(644) | 40,873 | 40,773 | 100 | 40,873 | 40,773 | 100 |
| Crushed Stone, Sand and Gravel | 3,036 | 3,711 | -(675) | 16,986 | 15,682 | 1,304 | 16,986 | 15,682 | 1,304 |
| Farm Products Ex Grain | 172 | 165 | 7 | 934 | 833 | 101 | 934 | 833 | 101 |
| Food and Kindred Products | 1,542 | 1,723 | -(181) | 7,536 | 7,803 | -(267) | 7,536 | 7,803 | -(267) |
| Grain | 2,468 | 3,163 | -(695) | 16,274 | 16,187 | 87 | 16,274 | 16,187 | 87 |
| Grain Mill Products | 2,340 | 2,627 | -(287) | 12,090 | 11,588 | 502 | 12,090 | 11,588 | 502 |
| Iron and Steel Scrap | 1,287 | 1,559 | -(272) | 6,945 | 7,077 | -(132) | 6,945 | 7,077 | -(132) |
| Lumber and Wood Products | 845 | 845 | 0 | 3,963 | 4,093 | -(130) | 3,963 | 4,093 | -(130) |
| Metallic Ores | 93 | 76 | 17 | 504 | 404 | 100 | 504 | 404 | 100 |
| Metals and Products | 5,129 | 5,429 | -(300) | 26,412 | 25,777 | 635 | 26,412 | 25,777 | 635 |
| Motor Vehicles and Equipment | 7,133 | 7,979 | -(846) | 32,985 | 37,044 | -(4,059) | 32,985 | 37,044 | -(4,059) |
| Non Metallic Minerals | 407 | 474 | -(67) | 2,691 | 2,133 | 558 | 2,691 | 2,133 | 558 |
| Petroleum Products | 2,993 | 3,288 | -(295) | 16,927 | 16,723 | 204 | 16,927 | 16,723 | 204 |
| Primary Forest Products | 422 | 489 | -(67) | 2,101 | 2,198 | -(97) | 2,101 | 2,198 | -(97) |
| Pulp, Paper and Allied Products | 2,604 | 2,833 | -(229) | 14,293 | 13,939 | 354 | 14,293 | 13,939 | 354 |
| Stone, Clay and Glass Products | 2,118 | 2,565 | -(447) | 11,141 | 11,067 | 74 | 11,141 | 11,067 | 74 |
| Waste and Scrap Materials | 1,033 | 794 | 239 | 4,895 | 3,886 | 1,009 | 4,895 | 3,886 | 1,009 |
| Total Merchandise | 42,767 | 47,589 | -(4,822) | 221,618 | 222,588 | -(970) | 221,618 | 222,588 | -(970) |
| Container | 69,585 | 76,991 | -(7,406) | 359,587 | 350,711 | 8,876 | 359,587 | 350,711 | 8,876 |
| Trailer | 6,864 | 8,288 | -(1,424) | 38,136 | 38,487 | -(351) | 38,136 | 38,487 | -(351) |
| Total Intermodal | 76,449 | 85,279 | -(8,830) | 397,723 | 389,198 | 8,525 | 397,723 | 389,198 | 8,525 |
| Coal | 14,286 | 18,604 | -(4,318) | 86,249 | 79,271 | 6,978 | 86,249 | 79,271 | 6,978 |
| Coke | 1,052 | 1,336 | -(284) | 5,307 | 6,638 | -(1,331) | 5,307 | 6,638 | -(1,331) |
| Total Coal and Coke | 15,338 | 19,940 | -(4,602) | 91,556 | 85,909 | 5,647 | 91,556 | 85,909 | 5,647 |
| Total Carloadings | 134,554 | 152,808 | -(18,254) | 710,897 | 697,695 | 13,202 | 710,897 | 697,695 | 13,202 |

Norfolk Southern Corporation
Weekly Merchandise, Intermodal and Coal/Coke Car loadings
Week 6 (Q1) From: 02-03-2019 To: 02-09-2019
Data Generated: Mon Feb 25 05:00:21 EST 2019

| | 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 | 554 | 787 | -(233) | 4,622 | 6,168 | -(1,546) | 4,622 | 6,168 | -(1,546) |
| Chemicals | 8,642 | 7,815 | 827 | 49,515 | 48,588 | 927 | 49,515 | 48,588 | 927 |
| Crushed Stone, Sand and Gravel | 3,668 | 3,650 | 18 | 20,654 | 19,332 | 1,322 | 20,654 | 19,332 | 1,322 |
| Farm Products Ex Grain | 146 | 169 | -(23) | 1,080 | 1,002 | 78 | 1,080 | 1,002 | 78 |
| Food and Kindred Products | 1,500 | 1,553 | -(53) | 9,036 | 9,356 | -(320) | 9,036 | 9,356 | -(320) |
| Grain | 3,339 | 3,184 | 155 | 19,613 | 19,371 | 242 | 19,613 | 19,371 | 242 |
| Grain Mill Products | 2,489 | 2,409 | 80 | 14,579 | 13,997 | 582 | 14,579 | 13,997 | 582 |
| Iron and Steel Scrap | 1,281 | 1,443 | -(162) | 8,226 | 8,520 | -(294) | 8,226 | 8,520 | -(294) |
| Lumber and Wood Products | 848 | 826 | 22 | 4,811 | 4,919 | -(108) | 4,811 | 4,919 | -(108) |
| Metallic Ores | 104 | 79 | 25 | 608 | 483 | 125 | 608 | 483 | 125 |
| Metals and Products | 5,170 | 5,036 | 134 | 31,582 | 30,813 | 769 | 31,582 | 30,813 | 769 |
| Motor Vehicles and Equipment | 8,050 | 8,080 | -(30) | 41,035 | 45,124 | -(4,089) | 41,035 | 45,124 | -(4,089) |
| Non Metallic Minerals | 581 | 500 | 81 | 3,272 | 2,633 | 639 | 3,272 | 2,633 | 639 |
| Petroleum Products | 3,282 | 3,480 | -(198) | 20,209 | 20,203 | 6 | 20,209 | 20,203 | 6 |
| Primary Forest Products | 447 | 432 | 15 | 2,548 | 2,630 | -(82) | 2,548 | 2,630 | -(82) |
| Pulp, Paper and Allied Products | 2,676 | 2,629 | 47 | 16,969 | 16,568 | 401 | 16,969 | 16,568 | 401 |
| Stone, Clay and Glass Products | 2,338 | 2,301 | 37 | 13,479 | 13,368 | 111 | 13,479 | 13,368 | 111 |
| Waste and Scrap Materials | 1,134 | 858 | 276 | 6,029 | 4,744 | 1,285 | 6,029 | 4,744 | 1,285 |
| Total Merchandise | 46,249 | 45,231 | 1,018 | 267,867 | 267,819 | 48 | 267,867 | 267,819 | 48 |
| Container | 76,478 | 72,292 | 4,186 | 436,065 | 423,003 | 13,062 | 436,065 | 423,003 | 13,062 |
| Trailer | 8,995 | 7,803 | 1,192 | 47,131 | 46,290 | 841 | 47,131 | 46,290 | 841 |
| Total Intermodal | 85,473 | 80,095 | 5,378 | 483,196 | 469,293 | 13,903 | 483,196 | 469,293 | 13,903 |
| Coal | 16,685 | 17,961 | -(1,276) | 102,934 | 97,232 | 5,702 | 102,934 | 97,232 | 5,702 |
| Coke | 950 | 1,495 | -(545) | 6,257 | 8,133 | -(1,876) | 6,257 | 8,133 | -(1,876) |
| Total Coal and Coke | 17,635 | 19,456 | -(1,821) | 109,191 | 105,365 | 3,826 | 109,191 | 105,365 | 3,826 |
| Total Carloadings | 149,357 | 144,782 | 4,575 | 860,254 | 842,477 | 17,777 | 860,254 | 842,477 | 17,777 |

Norfolk Southern Corporation
Weekly Merchandise, Intermodal and Coal/Coke Car loadings
Week 7 (Q1) From: 02-10-2019 To: 02-16-2019
Data Generated: Mon Feb 25 05:00:21 EST 2019

| | 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 | 773 | 1,167 | -(394) | 5,395 | 7,335 | -(1,940) | 5,395 | 7,335 | -(1,940) |
| Chemicals | 8,561 | 8,167 | 394 | 58,076 | 56,755 | 1,321 | 58,076 | 56,755 | 1,321 |
| Crushed Stone, Sand and Gravel | 3,942 | 3,920 | 22 | 24,596 | 23,252 | 1,344 | 24,596 | 23,252 | 1,344 |
| Farm Products Ex Grain | 155 | 167 | -(12) | 1,235 | 1,169 | 66 | 1,235 | 1,169 | 66 |
| Food and Kindred Products | 1,612 | 1,591 | 21 | 10,648 | 10,947 | -(299) | 10,648 | 10,947 | -(299) |
| Grain | 3,220 | 2,976 | 244 | 22,833 | 22,347 | 486 | 22,833 | 22,347 | 486 |
| Grain Mill Products | 2,712 | 2,775 | -(63) | 17,291 | 16,772 | 519 | 17,291 | 16,772 | 519 |
| Iron and Steel Scrap | 1,611 | 1,545 | 66 | 9,837 | 10,065 | -(228) | 9,837 | 10,065 | -(228) |
| Lumber and Wood Products | 967 | 904 | 63 | 5,778 | 5,823 | -(45) | 5,778 | 5,823 | -(45) |
| Metallic Ores | 78 | 103 | -(25) | 686 | 586 | 100 | 686 | 586 | 100 |
| Metals and Products | 5,005 | 5,189 | -(184) | 36,587 | 36,002 | 585 | 36,587 | 36,002 | 585 |
| Motor Vehicles and Equipment | 7,705 | 8,477 | -(772) | 48,740 | 53,601 | -(4,861) | 48,740 | 53,601 | -(4,861) |
| Non Metallic Minerals | 617 | 480 | 137 | 3,889 | 3,113 | 776 | 3,889 | 3,113 | 776 |
| Petroleum Products | 2,468 | 3,696 | -(1,228) | 22,677 | 23,899 | -(1,222) | 22,677 | 23,899 | -(1,222) |
| Primary Forest Products | 516 | 418 | 98 | 3,064 | 3,048 | 16 | 3,064 | 3,048 | 16 |
| Pulp, Paper and Allied Products | 2,585 | 2,835 | -(250) | 19,554 | 19,403 | 151 | 19,554 | 19,403 | 151 |
| Stone, Clay and Glass Products | 2,313 | 2,449 | -(136) | 15,792 | 15,817 | -(25) | 15,792 | 15,817 | -(25) |
| Waste and Scrap Materials | 1,087 | 757 | 330 | 7,116 | 5,501 | 1,615 | 7,116 | 5,501 | 1,615 |
| Total Merchandise | 45,927 | 47,616 | -(1,689) | 313,794 | 315,435 | -(1,641) | 313,794 | 315,435 | -(1,641) |
| Container | 76,840 | 77,215 | -(375) | 512,905 | 500,218 | 12,687 | 512,905 | 500,218 | 12,687 |
| Trailer | 8,030 | 7,727 | 303 | 55,161 | 54,017 | 1,144 | 55,161 | 54,017 | 1,144 |
| Total Intermodal | 84,870 | 84,942 | -(72) | 568,066 | 554,235 | 13,831 | 568,066 | 554,235 | 13,831 |
| Coal | 15,536 | 18,810 | -(3,274) | 118,470 | 116,042 | 2,428 | 118,470 | 116,042 | 2,428 |
| Coke | 1,198 | 1,411 | -(213) | 7,455 | 9,544 | -(2,089) | 7,455 | 9,544 | -(2,089) |
| Total Coal and Coke | 16,734 | 20,221 | -(3,487) | 125,925 | 125,586 | 339 | 125,925 | 125,586 | 339 |
| Total Carloadings | 147,531 | 152,779 | -(5,248) | 1,007,785 | 995,256 | 12,529 | 1,007,785 | 995,256 | 12,529 |

Norfolk Southern Corporation
Weekly Merchandise, Intermodal and Coal/Coke Car loadings
Week 8 (Q1) From: 02-17-2019 To: 02-23-2019
Data Generated: Mon Feb 25 05:00:21 EST 2019

| | 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 | 746 | 856 | -(110) | 6,141 | 8,191 | -(2,050) | 6,141 | 8,191 | -(2,050) |
| Chemicals | 8,260 | 8,734 | -(474) | 66,336 | 65,489 | 847 | 66,336 | 65,489 | 847 |
| Crushed Stone, Sand and Gravel | 3,656 | 3,846 | -(190) | 28,252 | 27,098 | 1,154 | 28,252 | 27,098 | 1,154 |
| Farm Products Ex Grain | 182 | 198 | -(16) | 1,417 | 1,367 | 50 | 1,417 | 1,367 | 50 |
| Food and Kindred Products | 1,781 | 1,720 | 61 | 12,429 | 12,667 | -(238) | 12,429 | 12,667 | -(238) |
| Grain | 3,245 | 2,585 | 660 | 26,078 | 24,932 | 1,146 | 26,078 | 24,932 | 1,146 |
| Grain Mill Products | 2,376 | 2,524 | -(148) | 19,667 | 19,296 | 371 | 19,667 | 19,296 | 371 |
| Iron and Steel Scrap | 1,655 | 1,546 | 109 | 11,492 | 11,611 | -(119) | 11,492 | 11,611 | -(119) |
| Lumber and Wood Products | 900 | 833 | 67 | 6,678 | 6,656 | 22 | 6,678 | 6,656 | 22 |
| Metallic Ores | 86 | 88 | -(2) | 772 | 674 | 98 | 772 | 674 | 98 |
| Metals and Products | 5,687 | 5,768 | -(81) | 42,274 | 41,770 | 504 | 42,274 | 41,770 | 504 |
| Motor Vehicles and Equipment | 7,983 | 8,525 | -(542) | 56,723 | 62,126 | -(5,403) | 56,723 | 62,126 | -(5,403) |
| Non Metallic Minerals | 434 | 532 | -(98) | 4,323 | 3,645 | 678 | 4,323 | 3,645 | 678 |
| Petroleum Products | 2,975 | 3,481 | -(506) | 25,652 | 27,380 | -(1,728) | 25,652 | 27,380 | -(1,728) |
| Primary Forest Products | 471 | 425 | 46 | 3,535 | 3,473 | 62 | 3,535 | 3,473 | 62 |
| Pulp, Paper and Allied Products | 2,610 | 2,621 | -(11) | 22,164 | 22,024 | 140 | 22,164 | 22,024 | 140 |
| Stone, Clay and Glass Products | 2,312 | 2,507 | -(195) | 18,104 | 18,324 | -(220) | 18,104 | 18,324 | -(220) |
| Waste and Scrap Materials | 926 | 832 | 94 | 8,042 | 6,333 | 1,709 | 8,042 | 6,333 | 1,709 |
| Total Merchandise | 46,285 | 47,621 | -(1,336) | 360,079 | 363,056 | -(2,977) | 360,079 | 363,056 | -(2,977) |
| Container | 76,348 | 75,599 | 749 | 589,253 | 575,817 | 13,436 | 589,253 | 575,817 | 13,436 |
| Trailer | 7,643 | 7,956 | -(313) | 62,804 | 61,973 | 831 | 62,804 | 61,973 | 831 |
| Total Intermodal | 83,991 | 83,555 | 436 | 652,057 | 637,790 | 14,267 | 652,057 | 637,790 | 14,267 |
| Coal | 17,987 | 19,139 | -(1,152) | 136,457 | 135,181 | 1,276 | 136,457 | 135,181 | 1,276 |
| Coke | 1,158 | 1,268 | -(110) | 8,613 | 10,812 | -(2,199) | 8,613 | 10,812 | -(2,199) |
| Total Coal and Coke | 19,145 | 20,407 | -(1,262) | 145,070 | 145,993 | -(923) | 145,070 | 145,993 | -(923) |
| Total Carloadings | 149,421 | 151,583 | -(2,162) | 1,157,206 | 1,146,839 | 10,367 | 1,157,206 | 1,146,839 | 10,367 |