

**Norfolk Southern Corporation**  
**Weekly Merchandise, Intermodal and Coal/Coke Car loadings**  
**Week 9 (Q1) From: 02-24-2019 To: 03-02-2019**  
Data Generated: Mon Apr 01 05:00:23 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	709	1,160	-(451)	6,850	9,351	-(2,501)	6,850	9,351	-(2,501)
Chemicals	8,641	8,602	39	74,977	74,091	886	74,977	74,091	886
Crushed Stone, Sand and Gravel	4,400	3,736	664	32,652	30,834	1,818	32,652	30,834	1,818
Farm Products Ex Grain	171	147	24	1,588	1,514	74	1,588	1,514	74
Food and Kindred Products	1,725	1,855	-(130)	14,154	14,522	-(368)	14,154	14,522	-(368)
Grain	3,262	3,985	-(723)	29,340	28,917	423	29,340	28,917	423
Grain Mill Products	2,758	2,600	158	22,425	21,896	529	22,425	21,896	529
Iron and Steel Scrap	1,549	1,467	82	13,041	13,078	-(37)	13,041	13,078	-(37)
Lumber and Wood Products	889	972	-(83)	7,567	7,628	-(61)	7,567	7,628	-(61)
Metallic Ores	90	71	19	862	745	117	862	745	117
Metals and Products	6,053	5,605	448	48,327	47,375	952	48,327	47,375	952
Motor Vehicles and Equipment	8,867	8,659	208	65,590	70,785	-(5,195)	65,590	70,785	-(5,195)
Non Metallic Minerals	601	484	117	4,924	4,129	795	4,924	4,129	795
Petroleum Products	2,922	3,041	-(119)	28,574	30,421	-(1,847)	28,574	30,421	-(1,847)
Primary Forest Products	466	452	14	4,001	3,925	76	4,001	3,925	76
Pulp, Paper and Allied Products	2,644	2,532	112	24,808	24,556	252	24,808	24,556	252
Stone, Clay and Glass Products	2,406	2,468	-(62)	20,510	20,792	-(282)	20,510	20,792	-(282)
Waste and Scrap Materials	991	886	105	9,033	7,219	1,814	9,033	7,219	1,814
<b>Total Merchandise</b>	<b>49,144</b>	<b>48,722</b>	<b>422</b>	<b>409,223</b>	<b>411,778</b>	<b>-(2,555)</b>	<b>409,223</b>	<b>411,778</b>	<b>-(2,555)</b>
Container	78,338	77,142	1,196	667,591	652,959	14,632	667,591	652,959	14,632
Trailer	7,646	8,094	-(448)	70,450	70,067	383	70,450	70,067	383
<b>Total Intermodal</b>	<b>85,984</b>	<b>85,236</b>	<b>748</b>	<b>738,041</b>	<b>723,026</b>	<b>15,015</b>	<b>738,041</b>	<b>723,026</b>	<b>15,015</b>
Coal	17,744	21,226	-(3,482)	154,201	156,407	-(2,206)	154,201	156,407	-(2,206)
Coke	932	1,179	-(247)	9,545	11,991	-(2,446)	9,545	11,991	-(2,446)
<b>Total Coal and Coke</b>	<b>18,676</b>	<b>22,405</b>	<b>-(3,729)</b>	<b>163,746</b>	<b>168,398</b>	<b>-(4,652)</b>	<b>163,746</b>	<b>168,398</b>	<b>-(4,652)</b>
<b>Total Carloadings</b>	<b>153,804</b>	<b>156,363</b>	<b>-(2,559)</b>	<b>1,311,010</b>	<b>1,303,202</b>	<b>7,808</b>	<b>1,311,010</b>	<b>1,303,202</b>	<b>7,808</b>

**Norfolk Southern Corporation**  
**Weekly Merchandise, Intermodal and Coal/Coke Car loadings**  
**Week 10 (Q1) From: 03-03-2019 To: 03-09-2019**  
Data Generated: Mon Apr 01 05:00:24 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	801	1,126	-(325)	7,651	10,477	-(2,826)	7,651	10,477	-(2,826)
Chemicals	8,175	8,935	-(760)	83,152	83,026	126	83,152	83,026	126
Crushed Stone, Sand and Gravel	3,956	4,055	-(99)	36,608	34,889	1,719	36,608	34,889	1,719
Farm Products Ex Grain	169	145	24	1,757	1,659	98	1,757	1,659	98
Food and Kindred Products	1,621	1,788	-(167)	15,775	16,310	-(535)	15,775	16,310	-(535)
Grain	3,177	3,164	13	32,517	32,081	436	32,517	32,081	436
Grain Mill Products	2,750	2,540	210	25,175	24,436	739	25,175	24,436	739
Iron and Steel Scrap	1,395	1,544	-(149)	14,436	14,622	-(186)	14,436	14,622	-(186)
Lumber and Wood Products	805	1,010	-(205)	8,372	8,638	-(266)	8,372	8,638	-(266)
Metallic Ores	65	80	-(15)	927	825	102	927	825	102
Metals and Products	5,477	5,689	-(212)	53,804	53,064	740	53,804	53,064	740
Motor Vehicles and Equipment	7,938	7,984	-(46)	73,528	78,769	-(5,241)	73,528	78,769	-(5,241)
Non Metallic Minerals	608	447	161	5,532	4,576	956	5,532	4,576	956
Petroleum Products	2,730	3,224	-(494)	31,304	33,645	-(2,341)	31,304	33,645	-(2,341)
Primary Forest Products	391	427	-(36)	4,392	4,352	40	4,392	4,352	40
Pulp, Paper and Allied Products	2,533	2,630	-(97)	27,341	27,186	155	27,341	27,186	155
Stone, Clay and Glass Products	2,510	2,630	-(120)	23,020	23,422	-(402)	23,020	23,422	-(402)
Waste and Scrap Materials	953	831	122	9,986	8,050	1,936	9,986	8,050	1,936
<b>Total Merchandise</b>	<b>46,054</b>	<b>48,249</b>	<b>-(2,195)</b>	<b>455,277</b>	<b>460,027</b>	<b>-(4,750)</b>	<b>455,277</b>	<b>460,027</b>	<b>-(4,750)</b>
Container	77,618	76,014	1,604	745,209	728,973	16,236	745,209	728,973	16,236
Trailer	7,850	8,011	-(161)	78,300	78,078	222	78,300	78,078	222
<b>Total Intermodal</b>	<b>85,468</b>	<b>84,025</b>	<b>1,443</b>	<b>823,509</b>	<b>807,051</b>	<b>16,458</b>	<b>823,509</b>	<b>807,051</b>	<b>16,458</b>
Coal	18,652	18,197	455	172,853	174,604	-(1,751)	172,853	174,604	-(1,751)
Coke	1,368	1,225	143	10,913	13,216	-(2,303)	10,913	13,216	-(2,303)
<b>Total Coal and Coke</b>	<b>20,020</b>	<b>19,422</b>	<b>598</b>	<b>183,766</b>	<b>187,820</b>	<b>-(4,054)</b>	<b>183,766</b>	<b>187,820</b>	<b>-(4,054)</b>
<b>Total Carloadings</b>	<b>151,542</b>	<b>151,696</b>	<b>-(154)</b>	<b>1,462,552</b>	<b>1,454,898</b>	<b>7,654</b>	<b>1,462,552</b>	<b>1,454,898</b>	<b>7,654</b>

**Norfolk Southern Corporation**  
**Weekly Merchandise, Intermodal and Coal/Coke Car loadings**  
**Week 11 (Q1) From: 03-10-2019 To: 03-16-2019**  
Data Generated: Mon Apr 01 05:00:24 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	878	1,096	-(218)	8,529	11,573	-(3,044)	8,529	11,573	-(3,044)
Chemicals	8,811	9,126	-(315)	91,963	92,152	-(189)	91,963	92,152	-(189)
Crushed Stone, Sand and Gravel	4,901	4,447	454	41,509	39,336	2,173	41,509	39,336	2,173
Farm Products Ex Grain	167	171	-(4)	1,924	1,830	94	1,924	1,830	94
Food and Kindred Products	1,849	1,667	182	17,624	17,977	-(353)	17,624	17,977	-(353)
Grain	3,804	3,148	656	36,321	35,229	1,092	36,321	35,229	1,092
Grain Mill Products	2,770	2,631	139	27,945	27,067	878	27,945	27,067	878
Iron and Steel Scrap	1,572	1,636	-(64)	16,008	16,258	-(250)	16,008	16,258	-(250)
Lumber and Wood Products	955	1,021	-(66)	9,327	9,659	-(332)	9,327	9,659	-(332)
Metallic Ores	149	114	35	1,076	939	137	1,076	939	137
Metals and Products	5,596	6,319	-(723)	59,400	59,383	17	59,400	59,383	17
Motor Vehicles and Equipment	8,752	8,385	367	82,280	87,154	-(4,874)	82,280	87,154	-(4,874)
Non Metallic Minerals	595	696	-(101)	6,127	5,272	855	6,127	5,272	855
Petroleum Products	2,704	3,409	-(705)	34,008	37,054	-(3,046)	34,008	37,054	-(3,046)
Primary Forest Products	425	422	3	4,817	4,774	43	4,817	4,774	43
Pulp, Paper and Allied Products	2,625	2,612	13	29,966	29,798	168	29,966	29,798	168
Stone, Clay and Glass Products	2,421	2,543	-(122)	25,441	25,965	-(524)	25,441	25,965	-(524)
Waste and Scrap Materials	1,057	853	204	11,043	8,903	2,140	11,043	8,903	2,140
<b>Total Merchandise</b>	<b>50,031</b>	<b>50,296</b>	<b>-(265)</b>	<b>505,308</b>	<b>510,323</b>	<b>-(5,015)</b>	<b>505,308</b>	<b>510,323</b>	<b>-(5,015)</b>
Container	78,047	74,803	3,244	823,256	803,776	19,480	823,256	803,776	19,480
Trailer	7,678	8,035	-(357)	85,978	86,113	-(135)	85,978	86,113	-(135)
<b>Total Intermodal</b>	<b>85,725</b>	<b>82,838</b>	<b>2,887</b>	<b>909,234</b>	<b>889,889</b>	<b>19,345</b>	<b>909,234</b>	<b>889,889</b>	<b>19,345</b>
Coal	18,938	20,877	-(1,939)	191,791	195,481	-(3,690)	191,791	195,481	-(3,690)
Coke	1,206	1,365	-(159)	12,119	14,581	-(2,462)	12,119	14,581	-(2,462)
<b>Total Coal and Coke</b>	<b>20,144</b>	<b>22,242</b>	<b>-(2,098)</b>	<b>203,910</b>	<b>210,062</b>	<b>-(6,152)</b>	<b>203,910</b>	<b>210,062</b>	<b>-(6,152)</b>
<b>Total Carloadings</b>	<b>155,900</b>	<b>155,376</b>	<b>524</b>	<b>1,618,452</b>	<b>1,610,274</b>	<b>8,178</b>	<b>1,618,452</b>	<b>1,610,274</b>	<b>8,178</b>

**Norfolk Southern Corporation**  
**Weekly Merchandise, Intermodal and Coal/Coke Car loadings**  
**Week 12 (Q1) From: 03-17-2019 To: 03-23-2019**  
Data Generated: Mon Apr 01 05:00:24 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	538	957	-(419)	9,067	12,530	-(3,463)	9,067	12,530	-(3,463)
Chemicals	8,557	9,063	-(506)	100,520	101,215	-(695)	100,520	101,215	-(695)
Crushed Stone, Sand and Gravel	5,360	4,393	967	46,869	43,729	3,140	46,869	43,729	3,140
Farm Products Ex Grain	163	154	9	2,087	1,984	103	2,087	1,984	103
Food and Kindred Products	1,716	1,797	-(81)	19,340	19,774	-(434)	19,340	19,774	-(434)
Grain	3,623	3,379	244	39,944	38,608	1,336	39,944	38,608	1,336
Grain Mill Products	2,556	2,567	-(11)	30,501	29,634	867	30,501	29,634	867
Iron and Steel Scrap	1,611	1,601	10	17,619	17,859	-(240)	17,619	17,859	-(240)
Lumber and Wood Products	1,009	953	56	10,336	10,612	-(276)	10,336	10,612	-(276)
Metallic Ores	99	75	24	1,175	1,014	161	1,175	1,014	161
Metals and Products	5,441	5,811	-(370)	64,841	65,194	-(353)	64,841	65,194	-(353)
Motor Vehicles and Equipment	8,047	7,374	673	90,327	94,528	-(4,201)	90,327	94,528	-(4,201)
Non Metallic Minerals	675	492	183	6,802	5,764	1,038	6,802	5,764	1,038
Petroleum Products	3,050	3,017	33	37,058	40,071	-(3,013)	37,058	40,071	-(3,013)
Primary Forest Products	449	396	53	5,266	5,170	96	5,266	5,170	96
Pulp, Paper and Allied Products	2,639	2,679	-(40)	32,605	32,477	128	32,605	32,477	128
Stone, Clay and Glass Products	2,783	2,773	10	28,224	28,738	-(514)	28,224	28,738	-(514)
Waste and Scrap Materials	1,131	769	362	12,174	9,672	2,502	12,174	9,672	2,502
<b>Total Merchandise</b>	<b>49,447</b>	<b>48,250</b>	<b>1,197</b>	<b>554,755</b>	<b>558,573</b>	<b>-(3,818)</b>	<b>554,755</b>	<b>558,573</b>	<b>-(3,818)</b>
Container	76,280	73,024	3,256	899,536	876,800	22,736	899,536	876,800	22,736
Trailer	7,587	8,776	-(1,189)	93,565	94,889	-(1,324)	93,565	94,889	-(1,324)
<b>Total Intermodal</b>	<b>83,867</b>	<b>81,800</b>	<b>2,067</b>	<b>993,101</b>	<b>971,689</b>	<b>21,412</b>	<b>993,101</b>	<b>971,689</b>	<b>21,412</b>
Coal	17,482	20,328	-(2,846)	209,273	215,809	-(6,536)	209,273	215,809	-(6,536)
Coke	905	1,408	-(503)	13,024	15,989	-(2,965)	13,024	15,989	-(2,965)
<b>Total Coal and Coke</b>	<b>18,387</b>	<b>21,736</b>	<b>-(3,349)</b>	<b>222,297</b>	<b>231,798</b>	<b>-(9,501)</b>	<b>222,297</b>	<b>231,798</b>	<b>-(9,501)</b>
<b>Total Carloadings</b>	<b>151,701</b>	<b>151,786</b>	<b>-(85)</b>	<b>1,770,153</b>	<b>1,762,060</b>	<b>8,093</b>	<b>1,770,153</b>	<b>1,762,060</b>	<b>8,093</b>

**Norfolk Southern Corporation**  
**Weekly Merchandise, Intermodal and Coal/Coke Car loadings**  
**Week 13 (Q1) From: 03-24-2019 To: 03-30-2019**  
Data Generated: Mon Apr 01 05:00:24 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	889	1,378	-(489)	9,956	13,908	-(3,952)	9,956	13,908	-(3,952)
Chemicals	7,368	8,319	-(951)	107,888	109,534	-(1,646)	107,888	109,534	-(1,646)
Crushed Stone, Sand and Gravel	4,916	5,415	-(499)	51,785	49,144	2,641	51,785	49,144	2,641
Farm Products Ex Grain	160	176	-(16)	2,247	2,160	87	2,247	2,160	87
Food and Kindred Products	1,903	1,751	152	21,243	21,525	-(282)	21,243	21,525	-(282)
Grain	3,570	3,018	552	43,514	41,626	1,888	43,514	41,626	1,888
Grain Mill Products	2,622	2,485	137	33,123	32,119	1,004	33,123	32,119	1,004
Iron and Steel Scrap	1,648	1,504	144	19,267	19,363	-(96)	19,267	19,363	-(96)
Lumber and Wood Products	892	1,004	-(112)	11,228	11,616	-(388)	11,228	11,616	-(388)
Metallic Ores	116	84	32	1,291	1,098	193	1,291	1,098	193
Metals and Products	6,137	6,122	15	70,978	71,316	-(338)	70,978	71,316	-(338)
Motor Vehicles and Equipment	7,752	8,346	-(594)	98,079	102,874	-(4,795)	98,079	102,874	-(4,795)
Non Metallic Minerals	726	465	261	7,528	6,229	1,299	7,528	6,229	1,299
Petroleum Products	3,219	2,993	226	40,277	43,064	-(2,787)	40,277	43,064	-(2,787)
Primary Forest Products	436	411	25	5,702	5,581	121	5,702	5,581	121
Pulp, Paper and Allied Products	2,480	2,629	-(149)	35,085	35,106	-(21)	35,085	35,106	-(21)
Stone, Clay and Glass Products	2,709	2,902	-(193)	30,933	31,640	-(707)	30,933	31,640	-(707)
Waste and Scrap Materials	978	709	269	13,152	10,381	2,771	13,152	10,381	2,771
<b>Total Merchandise</b>	<b>48,521</b>	<b>49,711</b>	<b>-(1,190)</b>	<b>603,276</b>	<b>608,284</b>	<b>-(5,008)</b>	<b>603,276</b>	<b>608,284</b>	<b>-(5,008)</b>
Container	78,000	74,993	3,007	977,536	951,793	25,743	977,536	951,793	25,743
Trailer	7,460	8,278	-(818)	101,025	103,167	-(2,142)	101,025	103,167	-(2,142)
<b>Total Intermodal</b>	<b>85,460</b>	<b>83,271</b>	<b>2,189</b>	<b>1,078,561</b>	<b>1,054,960</b>	<b>23,601</b>	<b>1,078,561</b>	<b>1,054,960</b>	<b>23,601</b>
Coal	17,406	18,786	-(1,380)	226,679	234,595	-(7,916)	226,679	234,595	-(7,916)
Coke	1,061	1,133	-(72)	14,085	17,122	-(3,037)	14,085	17,122	-(3,037)
<b>Total Coal and Coke</b>	<b>18,467</b>	<b>19,919</b>	<b>-(1,452)</b>	<b>240,764</b>	<b>251,717</b>	<b>-(10,953)</b>	<b>240,764</b>	<b>251,717</b>	<b>-(10,953)</b>
<b>Total Carloadings</b>	<b>152,448</b>	<b>152,901</b>	<b>-(453)</b>	<b>1,922,601</b>	<b>1,914,961</b>	<b>7,640</b>	<b>1,922,601</b>	<b>1,914,961</b>	<b>7,640</b>