

Norfolk Southern Corporation
Weekly Merchandise, Intermodal and Coal/Coke Car loadings
Week 14 (Q2) From: 03-29-2020 To: 04-04-2020
Data Generated: Mon Apr 27 05:00:47 EST 2020

| | 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 | 1,030 | -(284) | 9,809 | 9,981 | -(172) | 10,555 | 11,011 | -(456) |
| Chemicals | 7,683 | 8,975 | -(1,292) | 103,470 | 107,949 | -(4,479) | 111,153 | 116,924 | -(5,771) |
| Crushed Stone, Sand and Gravel | 3,444 | 5,252 | -(1,808) | 42,647 | 51,768 | -(9,121) | 46,091 | 57,020 | -(10,929) |
| Farm Products Ex Grain | 197 | 219 | -(22) | 2,579 | 2,250 | 329 | 2,776 | 2,469 | 307 |
| Food and Kindred Products | 1,757 | 1,866 | -(109) | 22,145 | 21,248 | 897 | 23,902 | 23,114 | 788 |
| Grain | 3,599 | 3,749 | -(150) | 39,433 | 43,582 | -(4,149) | 43,032 | 47,331 | -(4,299) |
| Grain Mill Products | 2,283 | 2,457 | -(174) | 29,674 | 33,123 | -(3,449) | 31,957 | 35,580 | -(3,623) |
| Iron and Steel Scrap | 1,170 | 1,333 | -(163) | 18,346 | 19,291 | -(945) | 19,516 | 20,624 | -(1,108) |
| Lumber and Wood Products | 895 | 1,000 | -(105) | 10,138 | 11,211 | -(1,073) | 11,033 | 12,211 | -(1,178) |
| Metallic Ores | 100 | 56 | 44 | 1,098 | 1,313 | -(215) | 1,198 | 1,369 | -(171) |
| Metals and Products | 4,100 | 5,643 | -(1,543) | 65,405 | 70,986 | -(5,581) | 69,505 | 76,629 | -(7,124) |
| Motor Vehicles and Equipment | 1,074 | 8,349 | -(7,275) | 90,959 | 98,062 | -(7,103) | 92,033 | 106,411 | -(14,378) |
| Non Metallic Minerals | 278 | 539 | -(261) | 7,145 | 7,557 | -(412) | 7,423 | 8,096 | -(673) |
| Petroleum Products | 2,900 | 2,625 | 275 | 46,849 | 40,300 | 6,549 | 49,749 | 42,925 | 6,824 |
| Primary Forest Products | 342 | 437 | -(95) | 4,278 | 5,710 | -(1,432) | 4,620 | 6,147 | -(1,527) |
| Pulp, Paper and Allied Products | 2,469 | 2,638 | -(169) | 33,326 | 35,078 | -(1,752) | 35,795 | 37,716 | -(1,921) |
| Stone, Clay and Glass Products | 2,472 | 2,775 | -(303) | 30,804 | 30,937 | -(133) | 33,276 | 33,712 | -(436) |
| Waste and Scrap Materials | 828 | 972 | -(144) | 12,588 | 13,077 | -(489) | 13,416 | 14,049 | -(633) |
| Total Merchandise | 36,337 | 49,915 | -(13,578) | 570,693 | 603,423 | -(32,730) | 607,030 | 653,338 | -(46,308) |
| Container | 62,954 | 77,073 | -(14,119) | 882,776 | 979,341 | -(96,565) | 945,730 | 1,056,414 | -(110,684) |
| Trailer | 3,751 | 7,065 | -(3,314) | 71,064 | 99,226 | -(28,162) | 74,815 | 106,291 | -(31,476) |
| Total Intermodal | 66,705 | 84,138 | -(17,433) | 953,840 | 1,078,567 | -(124,727) | 1,020,545 | 1,162,705 | -(142,160) |
| Coal | 11,146 | 19,271 | -(8,125) | 154,757 | 226,749 | -(71,992) | 165,903 | 246,020 | -(80,117) |
| Coke | 829 | 1,073 | -(244) | 9,834 | 14,086 | -(4,252) | 10,663 | 15,159 | -(4,496) |
| Total Coal and Coke | 11,975 | 20,344 | -(8,369) | 164,591 | 240,835 | -(76,244) | 176,566 | 261,179 | -(84,613) |
| Total Carloadings | 115,017 | 154,397 | -(39,380) | 1,689,124 | 1,922,825 | -(233,701) | 1,804,141 | 2,077,222 | -(273,081) |

Norfolk Southern Corporation
Weekly Merchandise, Intermodal and Coal/Coke Car loadings
Week 15 (Q2) From: 04-05-2020 To: 04-11-2020
Data Generated: Mon Apr 27 05:00:48 EST 2020

| | 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 | 767 | 956 | -(189) | 1,513 | 1,986 | -(473) | 11,322 | 11,967 | -(645) |
| Chemicals | 6,718 | 8,361 | -(1,643) | 14,401 | 17,336 | -(2,935) | 117,871 | 125,285 | -(7,414) |
| Crushed Stone, Sand and Gravel | 4,097 | 5,586 | -(1,489) | 7,541 | 10,838 | -(3,297) | 50,188 | 62,606 | -(12,418) |
| Farm Products Ex Grain | 198 | 198 | 0 | 395 | 417 | -(22) | 2,974 | 2,667 | 307 |
| Food and Kindred Products | 1,576 | 1,865 | -(289) | 3,333 | 3,731 | -(398) | 25,478 | 24,979 | 499 |
| Grain | 2,870 | 3,571 | -(701) | 6,469 | 7,320 | -(851) | 45,902 | 50,902 | -(5,000) |
| Grain Mill Products | 2,091 | 2,960 | -(869) | 4,374 | 5,417 | -(1,043) | 34,048 | 38,540 | -(4,492) |
| Iron and Steel Scrap | 632 | 1,510 | -(878) | 1,802 | 2,843 | -(1,041) | 20,148 | 22,134 | -(1,986) |
| Lumber and Wood Products | 914 | 1,021 | -(107) | 1,809 | 2,021 | -(212) | 11,947 | 13,232 | -(1,285) |
| Metallic Ores | 76 | 92 | -(16) | 176 | 148 | 28 | 1,274 | 1,461 | -(187) |
| Metals and Products | 3,442 | 5,336 | -(1,894) | 7,542 | 10,979 | -(3,437) | 72,947 | 81,965 | -(9,018) |
| Motor Vehicles and Equipment | 618 | 8,227 | -(7,609) | 1,692 | 16,576 | -(14,884) | 92,651 | 114,638 | -(21,987) |
| Non Metallic Minerals | 280 | 746 | -(466) | 558 | 1,285 | -(727) | 7,703 | 8,842 | -(1,139) |
| Petroleum Products | 3,026 | 3,240 | -(214) | 5,926 | 5,865 | 61 | 52,775 | 46,165 | 6,610 |
| Primary Forest Products | 369 | 413 | -(44) | 711 | 850 | -(139) | 4,989 | 6,560 | -(1,571) |
| Pulp, Paper and Allied Products | 2,369 | 2,346 | 23 | 4,838 | 4,984 | -(146) | 38,164 | 40,062 | -(1,898) |
| Stone, Clay and Glass Products | 2,259 | 2,837 | -(578) | 4,731 | 5,612 | -(881) | 35,535 | 36,549 | -(1,014) |
| Waste and Scrap Materials | 916 | 1,029 | -(113) | 1,744 | 2,001 | -(257) | 14,332 | 15,078 | -(746) |
| Total Merchandise | 33,218 | 50,294 | -(17,076) | 69,555 | 100,209 | -(30,654) | 640,248 | 703,632 | -(63,384) |
| Container | 57,971 | 76,542 | -(18,571) | 120,925 | 153,615 | -(32,690) | 1,003,701 | 1,132,956 | -(129,255) |
| Trailer | 3,388 | 6,870 | -(3,482) | 7,139 | 13,935 | -(6,796) | 78,203 | 113,161 | -(34,958) |
| Total Intermodal | 61,359 | 83,412 | -(22,053) | 128,064 | 167,550 | -(39,486) | 1,081,904 | 1,246,117 | -(164,213) |
| Coal | 9,149 | 20,905 | -(11,756) | 20,295 | 40,176 | -(19,881) | 175,052 | 266,925 | -(91,873) |
| Coke | 876 | 1,012 | -(136) | 1,705 | 2,085 | -(380) | 11,539 | 16,171 | -(4,632) |
| Total Coal and Coke | 10,025 | 21,917 | -(11,892) | 22,000 | 42,261 | -(20,261) | 186,591 | 283,096 | -(96,505) |
| Total Carloadings | 104,602 | 155,623 | -(51,021) | 219,619 | 310,020 | -(90,401) | 1,908,743 | 2,232,845 | -(324,102) |

Norfolk Southern Corporation
Weekly Merchandise, Intermodal and Coal/Coke Car loadings
Week 16 (Q2) From: 04-12-2020 To: 04-18-2020
Data Generated: Mon Apr 27 05:00:48 EST 2020

| | 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 | 680 | 752 | -(72) | 2,193 | 2,738 | -(545) | 12,002 | 12,719 | -(717) |
| Chemicals | 6,942 | 8,727 | -(1,785) | 21,343 | 26,063 | -(4,720) | 124,813 | 134,012 | -(9,199) |
| Crushed Stone, Sand and Gravel | 4,116 | 5,812 | -(1,696) | 11,657 | 16,650 | -(4,993) | 54,304 | 68,418 | -(14,114) |
| Farm Products Ex Grain | 200 | 156 | 44 | 595 | 573 | 22 | 3,174 | 2,823 | 351 |
| Food and Kindred Products | 1,524 | 1,828 | -(304) | 4,857 | 5,559 | -(702) | 27,002 | 26,807 | 195 |
| Grain | 2,792 | 3,774 | -(982) | 9,261 | 11,094 | -(1,833) | 48,694 | 54,676 | -(5,982) |
| Grain Mill Products | 1,966 | 2,508 | -(542) | 6,340 | 7,925 | -(1,585) | 36,014 | 41,048 | -(5,034) |
| Iron and Steel Scrap | 926 | 1,626 | -(700) | 2,728 | 4,469 | -(1,741) | 21,074 | 23,760 | -(2,686) |
| Lumber and Wood Products | 876 | 905 | -(29) | 2,685 | 2,926 | -(241) | 12,823 | 14,137 | -(1,314) |
| Metallic Ores | 68 | 101 | -(33) | 244 | 249 | -(5) | 1,342 | 1,562 | -(220) |
| Metals and Products | 3,699 | 5,086 | -(1,387) | 11,241 | 16,065 | -(4,824) | 76,646 | 87,051 | -(10,405) |
| Motor Vehicles and Equipment | 328 | 8,191 | -(7,863) | 2,020 | 24,767 | -(22,747) | 92,979 | 122,829 | -(29,850) |
| Non Metallic Minerals | 214 | 694 | -(480) | 772 | 1,979 | -(1,207) | 7,917 | 9,536 | -(1,619) |
| Petroleum Products | 2,861 | 2,972 | -(111) | 8,787 | 8,837 | -(50) | 55,636 | 49,137 | 6,499 |
| Primary Forest Products | 353 | 454 | -(101) | 1,064 | 1,304 | -(240) | 5,342 | 7,014 | -(1,672) |
| Pulp, Paper and Allied Products | 2,342 | 2,225 | 117 | 7,180 | 7,209 | -(29) | 40,506 | 42,287 | -(1,781) |
| Stone, Clay and Glass Products | 2,140 | 2,833 | -(693) | 6,871 | 8,445 | -(1,574) | 37,675 | 39,382 | -(1,707) |
| Waste and Scrap Materials | 782 | 972 | -(190) | 2,526 | 2,973 | -(447) | 15,114 | 16,050 | -(936) |
| Total Merchandise | 32,809 | 49,616 | -(16,807) | 102,364 | 149,825 | -(47,461) | 673,057 | 753,248 | -(80,191) |
| Container | 57,825 | 75,614 | -(17,789) | 178,750 | 229,229 | -(50,479) | 1,061,526 | 1,208,570 | -(147,044) |
| Trailer | 3,168 | 6,675 | -(3,507) | 10,307 | 20,610 | -(10,303) | 81,371 | 119,836 | -(38,465) |
| Total Intermodal | 60,993 | 82,289 | -(21,296) | 189,057 | 249,839 | -(60,782) | 1,142,897 | 1,328,406 | -(185,509) |
| Coal | 9,538 | 19,640 | -(10,102) | 29,833 | 59,816 | -(29,983) | 184,590 | 286,565 | -(101,975) |
| Coke | 595 | 1,343 | -(748) | 2,300 | 3,428 | -(1,128) | 12,134 | 17,514 | -(5,380) |
| Total Coal and Coke | 10,133 | 20,983 | -(10,850) | 32,133 | 63,244 | -(31,111) | 196,724 | 304,079 | -(107,355) |
| Total Carloadings | 103,935 | 152,888 | -(48,953) | 323,554 | 462,908 | -(139,354) | 2,012,678 | 2,385,733 | -(373,055) |

Norfolk Southern Corporation
Weekly Merchandise, Intermodal and Coal/Coke Car loadings
Week 17 (Q2) From: 04-19-2020 To: 04-25-2020
Data Generated: Mon Apr 27 05:00:48 EST 2020

| | 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 | 719 | 727 | -(8) | 2,912 | 3,465 | -(553) | 12,721 | 13,446 | -(725) |
| Chemicals | 6,858 | 8,103 | -(1,245) | 28,201 | 34,166 | -(5,965) | 131,671 | 142,115 | -(10,444) |
| Crushed Stone, Sand and Gravel | 4,260 | 5,983 | -(1,723) | 15,917 | 22,633 | -(6,716) | 58,564 | 74,401 | -(15,837) |
| Farm Products Ex Grain | 203 | 194 | 9 | 798 | 767 | 31 | 3,377 | 3,017 | 360 |
| Food and Kindred Products | 1,489 | 1,776 | -(287) | 6,346 | 7,335 | -(989) | 28,491 | 28,583 | -(92) |
| Grain | 3,208 | 3,823 | -(615) | 12,469 | 14,917 | -(2,448) | 51,902 | 58,499 | -(6,597) |
| Grain Mill Products | 1,949 | 2,570 | -(621) | 8,289 | 10,495 | -(2,206) | 37,963 | 43,618 | -(5,655) |
| Iron and Steel Scrap | 865 | 1,440 | -(575) | 3,593 | 5,909 | -(2,316) | 21,939 | 25,200 | -(3,261) |
| Lumber and Wood Products | 731 | 1,015 | -(284) | 3,416 | 3,941 | -(525) | 13,554 | 15,152 | -(1,598) |
| Metallic Ores | 66 | 90 | -(24) | 310 | 339 | -(29) | 1,408 | 1,652 | -(244) |
| Metals and Products | 3,141 | 5,622 | -(2,481) | 14,382 | 21,687 | -(7,305) | 79,787 | 92,673 | -(12,886) |
| Motor Vehicles and Equipment | 526 | 6,807 | -(6,281) | 2,546 | 31,574 | -(29,028) | 93,505 | 129,636 | -(36,131) |
| Non Metallic Minerals | 241 | 742 | -(501) | 1,013 | 2,721 | -(1,708) | 8,158 | 10,278 | -(2,120) |
| Petroleum Products | 2,779 | 3,288 | -(509) | 11,566 | 12,125 | -(559) | 58,415 | 52,425 | 5,990 |
| Primary Forest Products | 324 | 340 | -(16) | 1,388 | 1,644 | -(256) | 5,666 | 7,354 | -(1,688) |
| Pulp, Paper and Allied Products | 2,158 | 2,536 | -(378) | 9,338 | 9,745 | -(407) | 42,664 | 44,823 | -(2,159) |
| Stone, Clay and Glass Products | 2,115 | 2,686 | -(571) | 8,986 | 11,131 | -(2,145) | 39,790 | 42,068 | -(2,278) |
| Waste and Scrap Materials | 840 | 1,028 | -(188) | 3,366 | 4,001 | -(635) | 15,954 | 17,078 | -(1,124) |
| Total Merchandise | 32,472 | 48,770 | -(16,298) | 134,836 | 198,595 | -(63,759) | 705,529 | 802,018 | -(96,489) |
| Container | 60,494 | 75,352 | -(14,858) | 239,244 | 304,581 | -(65,337) | 1,122,020 | 1,283,922 | -(161,902) |
| Trailer | 3,893 | 6,437 | -(2,544) | 14,200 | 27,047 | -(12,847) | 85,264 | 126,273 | -(41,009) |
| Total Intermodal | 64,387 | 81,789 | -(17,402) | 253,444 | 331,628 | -(78,184) | 1,207,284 | 1,410,195 | -(202,911) |
| Coal | 7,821 | 19,322 | -(11,501) | 37,654 | 79,138 | -(41,484) | 192,411 | 305,887 | -(113,476) |
| Coke | 304 | 1,137 | -(833) | 2,604 | 4,565 | -(1,961) | 12,438 | 18,651 | -(6,213) |
| Total Coal and Coke | 8,125 | 20,459 | -(12,334) | 40,258 | 83,703 | -(43,445) | 204,849 | 324,538 | -(119,689) |
| Total Carloadings | 104,984 | 151,018 | -(46,034) | 428,538 | 613,926 | -(185,388) | 2,117,662 | 2,536,751 | -(419,089) |