

AAR Weekly Carloading Mapping Key to NS Commodities
(as of June 30, 2020)

| NS Commodity by AAR Group | AAR Codes | Percentage of NS Commodity included in AAR Category ¹ |
|--|-----------|--|
| Agriculture, forest and consumer products | | |
| Grain | 1 | 100% |
| Farm Products | 2 | 100% |
| Grain Mill Products | 7 | 100% |
| Food and Kindred Products | 8 | 100% |
| Primary Forest Products | 9 | 100% |
| Lumber and Wood Products | 10 | 100% |
| Pulp, Paper, and Allied Products | 11 | 99% |
| Chemicals | 12 | 36% |
| Waste and Scrap Materials | 19 | 10% |
| Non-metallic Ores | 6 | 3% |
| All Other Carloads | 20 | 7% |
| Automotive | | |
| Motor Vehicles and Equipment | 17 | 100% |
| All Other Carloads | 20 | 1% |
| Chemicals | | |
| Petroleum Products | 13 | 100% |
| Non-metallic Ores | 6 | 86% |
| Waste and Scrap Materials | 19 | 80% |
| Chemicals | 12 | 64% |
| Crushed Stone, Sand and Gravel | 5 | 22% |
| Coke | 15 | 5% |
| Pulp, Paper, and Allied Products | 11 | 1% |
| Stone, Clay and Glass Products | 14 | 1% |
| All Other Carloads | 20 | 3% |
| Metals and construction | | |
| Iron and Steel Scrap | 18 | 100% |
| Metals and Products | 16 | 100% |
| Stone, Clay and Glass Products | 14 | 99% |
| Metallic Ores | 3 | 99% |
| Crushed Stone, Sand and Gravel | 5 | 78% |
| Non-metallic Ores | 6 | 11% |
| Waste and Scrap Materials | 19 | 10% |
| All Other Carloads | 20 | 89% |
| Intermodal | | |
| Trailers | | 100% |
| Containers | | 100% |
| Coal | | |
| Coal | 4 | 100% |
| Coke | 15 | 95% |
| Metallic Ores | 3 | 1% |

¹Percentages represent weightings for most recent quarter. AAR carloadings are reported weekly and may not equal NS' quarterly carloadings.

**Norfolk Southern Railway Company
New Merchandise Commodity Group Mapping**

| 2019 Merchandise Commodity Group Mapping | | | | |
|--|-------------------|---------------------------|----------------------------------|---------------------------|
| Agriculture Products | Automotive | Chemicals | Metals and Construction | Forest and Consumer |
| Agrifuels | Auto Parts | Crude | Aggregates | Beverages & Consumer Prod |
| Corn & Other Grains | Finished Vehicles | Inorganic Chemicals | Aluminum Products | Canned Goods |
| Feed | | NGLS | Cement | Graphic Paper |
| Fertilizers | | Organic Chemicals | Coil | Kaolin |
| Flour | | Plastics | Iron & Steel | Lumber & Wood |
| Food Oils | | Petroleum Products | Machinery | Pulpboard |
| Food Products | | Waste (includes Env Serv) | Military and Misc Transportation | Pulp |
| Sweeteners | | | Misc. Construction | Wood Chips |
| Soybeans | | | Sand - Proppants | |
| Wheat | | | Scrap Metal | |

| 2020 Merchandise Commodity Group Mapping | | | | |
|--|-------------------|---------------------------|----------------------------------|---------------------|
| Agriculture, Forest & Consumer Products | Automotive | Chemicals | Metals and Construction | Forest and Consumer |
| Agrifuels | Auto Parts | Crude | Aggregates | |
| Corn & Other Grains | Finished Vehicles | Inorganic Chemicals | Aluminum Products | |
| Feed | | NGLS | Cement | |
| Fertilizers | | Organic Chemicals | Coil | |
| Flour | | Plastics | Iron & Steel | |
| Food Oils | | Petroleum Products | Machinery | |
| Food Products | | Waste (includes Env Serv) | Military and Misc Transportation | |
| Sweeteners | | Sand - Proppants | Misc. Construction | |
| Soybeans | | | Scrap Metal | |
| Wheat | | | Kaolin | |
| Beverages & Consumer Prod | | | | |
| Canned Goods | | | | |
| Graphic Paper | | | | |
| Lumber & Wood | | | | |
| Pulpboard | | | | |
| Pulp | | | | |
| Wood Chips | | | | |