

## 2018 Railway Operating Revenues Analysis

Commodity and Period	Revenues	Units	Revenue per Unit
	(\$ in millions)	(in thousands)	(\$ per unit)
<b>First Quarter</b>			
Chemicals	\$ 454	126.6	\$ 3,585
Agriculture products	357	129.9	2,744
Metals and construction	356	175.9	2,023
Automotive	243	102.8	2,362
Forest and consumer	195	70.9	2,755
Merchandise	1,605	606.1	2,647
Intermodal	678	1,049.2	647
Coal	434	249.1	1,743
Total	\$ 2,717	1,904.4	1,427
<b>Second Quarter</b>			
Chemicals	\$ 465	133.0	\$ 3,495
Agriculture products	379	137.4	2,759
Metals and construction	413	206.8	1,997
Automotive	253	104.7	2,421
Forest and consumer	208	73.6	2,825
Merchandise	1,718	655.5	2,621
Intermodal	714	1,091.8	654
Coal	466	273.6	1,704
Total	\$ 2,898	2,020.9	1,434
<b>Third Quarter</b>			
Chemicals	\$ 481	134.7	\$ 3,573
Agriculture products	388	136.8	2,837
Metals and construction	401	199.9	2,006
Automotive	245	98.4	2,486
Forest and consumer	222	76.0	2,929
Merchandise	1,737	645.8	2,690
Intermodal	746	1,116.2	669
Coal	464	255.8	1,812
Total	\$ 2,947	2,017.8	1,461
<b>Fourth Quarter</b>			
Chemicals	\$ 458	129.0	\$ 3,551
Agriculture products	390	134.8	2,895
Metals and construction	369	177.1	2,084
Automotive	250	98.0	2,550
Forest and consumer	217	72.8	2,968
Merchandise	1,684	611.7	2,752
Intermodal	755	1,118.5	675
Coal	457	255.0	1,792
Total	\$ 2,896	1,985.2	1,458
<b>Year</b>			
Chemicals	\$ 1,858	523.3	\$ 3,551
Agriculture products	1,514	538.9	2,809
Metals and construction	1,539	759.7	2,026
Automotive	991	403.9	2,453
Forest and consumer	842	293.3	2,870
Merchandise	6,744	2,519.1	2,677
Intermodal	2,893	4,375.7	661
Coal	1,821	1,033.5	1,762
Total	\$ 11,458	7,928.3	1,445