

**Norfolk Southern Corporation**  
**Weekly Merchandise, Intermodal and Coal/Coke Car loadings**  
**Week 48 (Q4) From: 11-27-2016 To: 12-03-2016**  
Data Generated: Mon Jul 23 03:07:32 EST 2018

	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	1,030	843	187	7,904	8,095	-(191)	45,657	46,230	-(573)
Chemicals	8,114	8,153	-(39)	65,295	68,688	-(3,393)	368,921	375,423	-(6,502)
Crushed Stone, Sand and Gravel	4,342	4,166	176	40,269	38,851	1,418	206,806	209,869	-(3,063)
Farm Products Ex Grain	143	201	-(58)	1,520	1,797	-(277)	7,889	9,604	-(1,715)
Food and Kindred Products	1,740	1,756	-(16)	16,455	15,892	563	84,903	81,547	3,356
Grain	4,366	3,543	823	40,039	33,854	6,185	178,390	179,044	-(654)
Grain Mill Products	2,805	3,023	-(218)	22,705	23,692	-(987)	119,775	131,929	-(12,154)
Iron and Steel Scrap	1,338	1,181	157	11,614	10,727	887	70,626	70,155	471
Lumber and Wood Products	930	855	75	8,016	8,083	-(67)	46,339	46,410	-(71)
Metallic Ores	83	85	-(2)	798	953	-(155)	4,299	5,106	-(807)
Metals and Products	5,709	4,590	1,119	44,718	40,031	4,687	253,002	241,802	11,200
Motor Vehicles and Equipment	9,265	9,022	243	76,430	78,930	-(2,500)	409,222	396,916	12,306
Non Metallic Minerals	448	483	-(35)	3,950	4,170	-(220)	16,953	22,090	-(5,137)
Petroleum Products	3,315	4,349	-(1,034)	27,768	37,551	-(9,783)	159,025	201,762	-(42,737)
Primary Forest Products	543	576	-(33)	3,952	5,208	-(1,256)	25,465	29,168	-(3,703)
Pulp, Paper and Allied Products	3,042	3,175	-(133)	22,795	26,007	-(3,212)	130,808	143,253	-(12,445)
Stone, Clay and Glass Products	2,752	2,559	193	24,549	23,998	551	135,882	129,372	6,510
Waste and Scrap Materials	1,074	776	298	8,668	6,037	2,631	41,985	32,610	9,375
<b>Total Merchandise</b>	<b>51,039</b>	<b>49,336</b>	<b>1,703</b>	<b>427,445</b>	<b>432,564</b>	<b>-(5,119)</b>	<b>2,305,947</b>	<b>2,352,290</b>	<b>-(46,343)</b>
Container	68,564	62,435	6,129	629,879	576,544	53,335	3,259,247	3,088,296	170,951
Trailer	7,733	7,364	369	63,575	80,356	-(16,781)	312,551	510,357	-(197,806)
<b>Total Intermodal</b>	<b>76,297</b>	<b>69,799</b>	<b>6,498</b>	<b>693,454</b>	<b>656,900</b>	<b>36,554</b>	<b>3,571,798</b>	<b>3,598,653</b>	<b>-(26,855)</b>
Coal	16,259	18,186	-(1,927)	156,354	168,258	-(11,904)	771,636	956,328	-(184,692)
Coke	1,586	921	665	11,592	10,047	1,545	61,766	57,422	4,344
<b>Total Coal and Coke</b>	<b>17,845</b>	<b>19,107</b>	<b>-(1,262)</b>	<b>167,946</b>	<b>178,305</b>	<b>-(10,359)</b>	<b>833,402</b>	<b>1,013,750</b>	<b>-(180,348)</b>
<b>Total Carloadings</b>	<b>145,181</b>	<b>138,242</b>	<b>6,939</b>	<b>1,288,845</b>	<b>1,267,769</b>	<b>21,076</b>	<b>6,711,147</b>	<b>6,964,693</b>	<b>-(253,546)</b>

**Norfolk Southern Corporation**  
**Weekly Merchandise, Intermodal and Coal/Coke Car loadings**  
**Week 49 (Q4) From: 12-04-2016 To: 12-10-2016**  
Data Generated: Mon Jul 23 03:07:33 EST 2018

	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	848	1,118	-(270)	8,752	9,213	-(461)	46,505	47,348	-(843)
Chemicals	7,222	7,836	-(614)	72,517	76,524	-(4,007)	376,143	383,259	-(7,116)
Crushed Stone, Sand and Gravel	3,852	4,158	-(306)	44,121	43,009	1,112	210,658	214,027	-(3,369)
Farm Products Ex Grain	187	205	-(18)	1,707	2,002	-(295)	8,076	9,809	-(1,733)
Food and Kindred Products	1,651	1,793	-(142)	18,106	17,685	421	86,554	83,340	3,214
Grain	4,171	3,424	747	44,210	37,278	6,932	182,561	182,468	93
Grain Mill Products	2,451	2,543	-(92)	25,156	26,235	-(1,079)	122,226	134,472	-(12,246)
Iron and Steel Scrap	1,419	1,313	106	13,033	12,040	993	72,045	71,468	577
Lumber and Wood Products	826	910	-(84)	8,842	8,993	-(151)	47,165	47,320	-(155)
Metallic Ores	106	109	-(3)	904	1,062	-(158)	4,405	5,215	-(810)
Metals and Products	5,417	4,504	913	50,135	44,535	5,600	258,419	246,306	12,113
Motor Vehicles and Equipment	9,226	9,650	-(424)	85,656	88,580	-(2,924)	418,448	406,566	11,882
Non Metallic Minerals	416	428	-(12)	4,366	4,598	-(232)	17,369	22,518	-(5,149)
Petroleum Products	3,149	3,989	-(840)	30,917	41,540	-(10,623)	162,174	205,751	-(43,577)
Primary Forest Products	526	618	-(92)	4,478	5,826	-(1,348)	25,991	29,786	-(3,795)
Pulp, Paper and Allied Products	2,735	2,844	-(109)	25,530	28,851	-(3,321)	133,543	146,097	-(12,554)
Stone, Clay and Glass Products	2,341	2,823	-(482)	26,890	26,821	69	138,223	132,195	6,028
Waste and Scrap Materials	1,050	788	262	9,718	6,825	2,893	43,035	33,398	9,637
<b>Total Merchandise</b>	<b>47,593</b>	<b>49,053</b>	<b>-(1,460)</b>	<b>475,038</b>	<b>481,617</b>	<b>-(6,579)</b>	<b>2,353,540</b>	<b>2,401,343</b>	<b>-(47,803)</b>
Container	71,594	67,255	4,339	701,473	643,799	57,674	3,330,841	3,155,551	175,290
Trailer	8,265	7,865	400	71,840	88,221	-(16,381)	320,816	518,222	-(197,406)
<b>Total Intermodal</b>	<b>79,859</b>	<b>75,120</b>	<b>4,739</b>	<b>773,313</b>	<b>732,020</b>	<b>41,293</b>	<b>3,651,657</b>	<b>3,673,773</b>	<b>-(22,116)</b>
Coal	17,054	18,588	-(1,534)	173,408	186,846	-(13,438)	788,690	974,916	-(186,226)
Coke	1,022	916	106	12,614	10,963	1,651	62,788	58,338	4,450
<b>Total Coal and Coke</b>	<b>18,076</b>	<b>19,504</b>	<b>-(1,428)</b>	<b>186,022</b>	<b>197,809</b>	<b>-(11,787)</b>	<b>851,478</b>	<b>1,033,254</b>	<b>-(181,776)</b>
<b>Total Carloadings</b>	<b>145,528</b>	<b>143,677</b>	<b>1,851</b>	<b>1,434,373</b>	<b>1,411,446</b>	<b>22,927</b>	<b>6,856,675</b>	<b>7,108,370</b>	<b>-(251,695)</b>

**Norfolk Southern Corporation**  
**Weekly Merchandise, Intermodal and Coal/Coke Car loadings**  
**Week 50 (Q4) From: 12-11-2016 To: 12-17-2016**  
Data Generated: Mon Jul 23 03:07:33 EST 2018

	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	1,173	917	256	9,925	10,130	-(205)	47,678	48,265	-(587)
Chemicals	7,122	7,857	-(735)	79,639	84,381	-(4,742)	383,265	391,116	-(7,851)
Crushed Stone, Sand and Gravel	2,604	3,404	-(800)	46,725	46,413	312	213,262	217,431	-(4,169)
Farm Products Ex Grain	203	193	10	1,910	2,195	-(285)	8,279	10,002	-(1,723)
Food and Kindred Products	1,652	1,600	52	19,758	19,285	473	88,206	84,940	3,266
Grain	3,304	4,071	-(767)	47,514	41,349	6,165	185,865	186,539	-(674)
Grain Mill Products	2,575	2,767	-(192)	27,731	29,002	-(1,271)	124,801	137,239	-(12,438)
Iron and Steel Scrap	1,413	1,358	55	14,446	13,398	1,048	73,458	72,826	632
Lumber and Wood Products	896	832	64	9,738	9,825	-(87)	48,061	48,152	-(91)
Metallic Ores	81	87	-(6)	985	1,149	-(164)	4,486	5,302	-(816)
Metals and Products	4,761	4,862	-(101)	54,896	49,397	5,499	263,180	251,168	12,012
Motor Vehicles and Equipment	7,815	9,472	-(1,657)	93,471	98,052	-(4,581)	426,263	416,038	10,225
Non Metallic Minerals	343	362	-(19)	4,709	4,960	-(251)	17,712	22,880	-(5,168)
Petroleum Products	3,135	4,137	-(1,002)	34,052	45,677	-(11,625)	165,309	209,888	-(44,579)
Primary Forest Products	499	602	-(103)	4,977	6,428	-(1,451)	26,490	30,388	-(3,898)
Pulp, Paper and Allied Products	2,396	2,836	-(440)	27,926	31,687	-(3,761)	135,939	148,933	-(12,994)
Stone, Clay and Glass Products	2,239	2,567	-(328)	29,129	29,388	-(259)	140,462	134,762	5,700
Waste and Scrap Materials	1,040	794	246	10,758	7,619	3,139	44,075	34,192	9,883
<b>Total Merchandise</b>	<b>43,251</b>	<b>48,718</b>	<b>-(5,467)</b>	<b>518,289</b>	<b>530,335</b>	<b>-(12,046)</b>	<b>2,396,791</b>	<b>2,450,061</b>	<b>-(53,270)</b>
Container	70,633	64,989	5,644	772,106	708,788	63,318	3,401,474	3,220,540	180,934
Trailer	7,843	7,993	-(150)	79,683	96,214	-(16,531)	328,659	526,215	-(197,556)
<b>Total Intermodal</b>	<b>78,476</b>	<b>72,982</b>	<b>5,494</b>	<b>851,789</b>	<b>805,002</b>	<b>46,787</b>	<b>3,730,133</b>	<b>3,746,755</b>	<b>-(16,622)</b>
Coal	18,788	18,104	684	192,196	204,950	-(12,754)	807,478	993,020	-(185,542)
Coke	1,336	888	448	13,950	11,851	2,099	64,124	59,226	4,898
<b>Total Coal and Coke</b>	<b>20,124</b>	<b>18,992</b>	<b>1,132</b>	<b>206,146</b>	<b>216,801</b>	<b>-(10,655)</b>	<b>871,602</b>	<b>1,052,246</b>	<b>-(180,644)</b>
<b>Total Carloadings</b>	<b>141,851</b>	<b>140,692</b>	<b>1,159</b>	<b>1,576,224</b>	<b>1,552,138</b>	<b>24,086</b>	<b>6,998,526</b>	<b>7,249,062</b>	<b>-(250,536)</b>

**Norfolk Southern Corporation**  
**Weekly Merchandise, Intermodal and Coal/Coke Car loadings**  
**Week 51 (Q4) From: 12-18-2016 To: 12-24-2016**  
Data Generated: Mon Jul 23 03:07:33 EST 2018

	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	846	902	-(56)	10,771	11,032	-(261)	48,524	49,167	-(643)
Chemicals	7,148	6,255	893	86,787	90,636	-(3,849)	390,413	397,371	-(6,958)
Crushed Stone, Sand and Gravel	2,347	2,376	-(29)	49,072	48,789	283	215,609	219,807	-(4,198)
Farm Products Ex Grain	177	138	39	2,087	2,333	-(246)	8,456	10,140	-(1,684)
Food and Kindred Products	1,382	1,321	61	21,140	20,606	534	89,588	86,261	3,327
Grain	3,949	2,719	1,230	51,463	44,068	7,395	189,814	189,258	556
Grain Mill Products	2,690	2,304	386	30,421	31,306	-(885)	127,491	139,543	-(12,052)
Iron and Steel Scrap	1,314	743	571	15,760	14,141	1,619	74,772	73,569	1,203
Lumber and Wood Products	776	613	163	10,514	10,438	76	48,837	48,765	72
Metallic Ores	84	43	41	1,069	1,192	-(123)	4,570	5,345	-(775)
Metals and Products	4,790	3,712	1,078	59,686	53,109	6,577	267,970	254,880	13,090
Motor Vehicles and Equipment	7,859	6,305	1,554	101,330	104,357	-(3,027)	434,122	422,343	11,779
Non Metallic Minerals	257	221	36	4,966	5,181	-(215)	17,969	23,101	-(5,132)
Petroleum Products	3,175	3,328	-(153)	37,227	49,005	-(11,778)	168,484	213,216	-(44,732)
Primary Forest Products	468	368	100	5,445	6,796	-(1,351)	26,958	30,756	-(3,798)
Pulp, Paper and Allied Products	2,620	2,649	-(29)	30,546	34,336	-(3,790)	138,559	151,582	-(13,023)
Stone, Clay and Glass Products	2,190	1,963	227	31,319	31,351	-(32)	142,652	136,725	5,927
Waste and Scrap Materials	878	517	361	11,636	8,136	3,500	44,953	34,709	10,244
<b>Total Merchandise</b>	<b>42,950</b>	<b>36,477</b>	<b>6,473</b>	<b>561,239</b>	<b>566,812</b>	<b>-(5,573)</b>	<b>2,439,741</b>	<b>2,486,538</b>	<b>-(46,797)</b>
Container	64,978	46,903	18,075	837,084	755,691	81,393	3,466,452	3,267,443	199,009
Trailer	7,763	4,945	2,818	87,446	101,159	-(13,713)	336,422	531,160	-(194,738)
<b>Total Intermodal</b>	<b>72,741</b>	<b>51,848</b>	<b>20,893</b>	<b>924,530</b>	<b>856,850</b>	<b>67,680</b>	<b>3,802,874</b>	<b>3,798,603</b>	<b>4,271</b>
Coal	14,735	11,520	3,215	206,931	216,470	-(9,539)	822,213	1,004,540	-(182,327)
Coke	1,416	867	549	15,366	12,718	2,648	65,540	60,093	5,447
<b>Total Coal and Coke</b>	<b>16,151</b>	<b>12,387</b>	<b>3,764</b>	<b>222,297</b>	<b>229,188</b>	<b>-(6,891)</b>	<b>887,753</b>	<b>1,064,633</b>	<b>-(176,880)</b>
<b>Total Carloadings</b>	<b>131,842</b>	<b>100,712</b>	<b>31,130</b>	<b>1,708,066</b>	<b>1,652,850</b>	<b>55,216</b>	<b>7,130,368</b>	<b>7,349,774</b>	<b>-(219,406)</b>

**Norfolk Southern Corporation**  
**Weekly Merchandise, Intermodal and Coal/Coke Car loadings**  
**Week 52 (Q4) From: 12-25-2016 To: 12-31-2016**  
Data Generated: Mon Jul 23 03:07:34 EST 2018

	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	469	874	-(405)	11,240	11,906	-(666)	48,993	50,041	-(1,048)
Chemicals	7,221	7,403	-(182)	94,008	98,039	-(4,031)	397,634	404,774	-(7,140)
Crushed Stone, Sand and Gravel	2,435	2,456	-(21)	51,507	51,245	262	218,044	222,263	-(4,219)
Farm Products Ex Grain	138	147	-(9)	2,225	2,480	-(255)	8,594	10,287	-(1,693)
Food and Kindred Products	1,528	1,320	208	22,668	21,926	742	91,116	87,581	3,535
Grain	2,931	3,203	-(272)	54,394	47,271	7,123	192,745	192,461	284
Grain Mill Products	2,255	2,616	-(361)	32,676	33,922	-(1,246)	129,746	142,159	-(12,413)
Iron and Steel Scrap	1,058	880	178	16,818	15,021	1,797	75,830	74,449	1,381
Lumber and Wood Products	880	793	87	11,394	11,231	163	49,717	49,558	159
Metallic Ores	84	71	13	1,153	1,263	-(110)	4,654	5,416	-(762)
Metals and Products	4,727	4,771	-(44)	64,413	57,880	6,533	272,697	259,651	13,046
Motor Vehicles and Equipment	4,926	4,627	299	106,256	108,984	-(2,728)	439,048	426,970	12,078
Non Metallic Minerals	281	307	-(26)	5,247	5,488	-(241)	18,250	23,408	-(5,158)
Petroleum Products	3,155	3,920	-(765)	40,382	52,925	-(12,543)	171,639	217,136	-(45,497)
Primary Forest Products	439	441	-(2)	5,884	7,237	-(1,353)	27,397	31,197	-(3,800)
Pulp, Paper and Allied Products	2,708	3,209	-(501)	33,254	37,545	-(4,291)	141,267	154,791	-(13,524)
Stone, Clay and Glass Products	1,894	2,184	-(290)	33,213	33,535	-(322)	144,546	138,909	5,637
Waste and Scrap Materials	694	545	149	12,330	8,681	3,649	45,647	35,254	10,393
<b>Total Merchandise</b>	<b>37,823</b>	<b>39,767</b>	<b>-(1,944)</b>	<b>599,062</b>	<b>606,579</b>	<b>-(7,517)</b>	<b>2,477,564</b>	<b>2,526,305</b>	<b>-(48,741)</b>
Container	54,248	45,082	9,166	891,332	800,773	90,559	3,520,700	3,312,525	208,175
Trailer	5,971	4,407	1,564	93,417	105,566	-(12,149)	342,393	535,567	-(193,174)
<b>Total Intermodal</b>	<b>60,219</b>	<b>49,489</b>	<b>10,730</b>	<b>984,749</b>	<b>906,339</b>	<b>78,410</b>	<b>3,863,093</b>	<b>3,848,092</b>	<b>15,001</b>
Coal	13,409	11,980	1,429	220,340	228,450	-(8,110)	835,622	1,016,520	-(180,898)
Coke	1,038	1,045	-(7)	16,404	13,763	2,641	66,578	61,138	5,440
<b>Total Coal and Coke</b>	<b>14,447</b>	<b>13,025</b>	<b>1,422</b>	<b>236,744</b>	<b>242,213</b>	<b>-(5,469)</b>	<b>902,200</b>	<b>1,077,658</b>	<b>-(175,458)</b>
<b>Total Carloadings</b>	<b>112,489</b>	<b>102,281</b>	<b>10,208</b>	<b>1,820,555</b>	<b>1,755,131</b>	<b>65,424</b>	<b>7,242,857</b>	<b>7,452,055</b>	<b>-(209,198)</b>