

Norfolk Southern Corporation
Weekly Merchandise, Intermodal and Coal/Coke Car loadings
Week 5 (Q1) From: 01-31-2016 To: 02-06-2016
Data Generated: Mon Jul 23 03:20:00 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	1,041	919	122	5,131	4,560	571	5,131	4,560	571
Chemicals	8,060	7,076	984	39,228	38,332	896	39,228	38,332	896
Crushed Stone, Sand and Gravel	3,493	3,441	52	14,537	17,130	-(2,593)	14,537	17,130	-(2,593)
Farm Products Ex Grain	175	231	-(56)	916	1,182	-(266)	916	1,182	-(266)
Food and Kindred Products	1,855	1,684	171	8,093	7,910	183	8,093	7,910	183
Grain	3,934	3,621	313	18,458	19,856	-(1,398)	18,458	19,856	-(1,398)
Grain Mill Products	2,396	2,726	-(330)	12,334	13,722	-(1,388)	12,334	13,722	-(1,388)
Iron and Steel Scrap	1,381	1,064	317	6,812	8,276	-(1,464)	6,812	8,276	-(1,464)
Lumber and Wood Products	979	998	-(19)	4,721	4,578	143	4,721	4,578	143
Metallic Ores	91	78	13	451	509	-(58)	451	509	-(58)
Metals and Products	5,228	4,691	537	25,287	25,708	-(421)	25,287	25,708	-(421)
Motor Vehicles and Equipment	9,556	7,290	2,266	40,747	35,598	5,149	40,747	35,598	5,149
Non Metallic Minerals	419	393	26	1,658	2,020	-(362)	1,658	2,020	-(362)
Petroleum Products	3,413	3,927	-(514)	19,109	21,023	-(1,914)	19,109	21,023	-(1,914)
Primary Forest Products	492	600	-(108)	2,999	3,088	-(89)	2,999	3,088	-(89)
Pulp, Paper and Allied Products	2,854	2,836	18	14,540	15,141	-(601)	14,540	15,141	-(601)
Stone, Clay and Glass Products	2,634	2,488	146	12,765	12,328	437	12,765	12,328	437
Waste and Scrap Materials	594	551	43	2,993	3,129	-(136)	2,993	3,129	-(136)
Total Merchandise	48,595	44,614	3,981	230,779	234,090	-(3,311)	230,779	234,090	-(3,311)
Container	67,922	59,211	8,711	322,334	308,131	14,203	322,334	308,131	14,203
Trailer	7,431	10,654	-(3,223)	35,316	54,333	-(19,017)	35,316	54,333	-(19,017)
Total Intermodal	75,353	69,865	5,488	357,650	362,464	-(4,814)	357,650	362,464	-(4,814)
Coal	15,137	19,488	-(4,351)	73,495	105,224	-(31,729)	73,495	105,224	-(31,729)
Coke	1,321	1,601	-(280)	5,727	6,248	-(521)	5,727	6,248	-(521)
Total Coal and Coke	16,458	21,089	-(4,631)	79,222	111,472	-(32,250)	79,222	111,472	-(32,250)
Total Carloadings	140,406	135,568	4,838	667,651	708,026	-(40,375)	667,651	708,026	-(40,375)

Norfolk Southern Corporation
Weekly Merchandise, Intermodal and Coal/Coke Car loadings
Week 6 (Q1) From: 02-07-2016 To: 02-13-2016
Data Generated: Mon Jul 23 03:20:00 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	1,052	832	220	6,183	5,392	791	6,183	5,392	791
Chemicals	7,854	7,919	-(65)	47,082	46,251	831	47,082	46,251	831
Crushed Stone, Sand and Gravel	2,478	3,140	-(662)	17,015	20,270	-(3,255)	17,015	20,270	-(3,255)
Farm Products Ex Grain	178	283	-(105)	1,094	1,465	-(371)	1,094	1,465	-(371)
Food and Kindred Products	1,744	1,763	-(19)	9,837	9,673	164	9,837	9,673	164
Grain	3,728	3,591	137	22,186	23,447	-(1,261)	22,186	23,447	-(1,261)
Grain Mill Products	2,622	2,835	-(213)	14,956	16,557	-(1,601)	14,956	16,557	-(1,601)
Iron and Steel Scrap	1,349	1,390	-(41)	8,161	9,666	-(1,505)	8,161	9,666	-(1,505)
Lumber and Wood Products	989	1,120	-(131)	5,710	5,698	12	5,710	5,698	12
Metallic Ores	96	149	-(53)	547	658	-(111)	547	658	-(111)
Metals and Products	5,239	5,591	-(352)	30,526	31,299	-(773)	30,526	31,299	-(773)
Motor Vehicles and Equipment	9,213	7,947	1,266	49,960	43,545	6,415	49,960	43,545	6,415
Non Metallic Minerals	354	453	-(99)	2,012	2,473	-(461)	2,012	2,473	-(461)
Petroleum Products	3,553	3,951	-(398)	22,662	24,974	-(2,312)	22,662	24,974	-(2,312)
Primary Forest Products	626	665	-(39)	3,625	3,753	-(128)	3,625	3,753	-(128)
Pulp, Paper and Allied Products	2,765	3,023	-(258)	17,305	18,164	-(859)	17,305	18,164	-(859)
Stone, Clay and Glass Products	2,481	2,473	8	15,246	14,801	445	15,246	14,801	445
Waste and Scrap Materials	704	670	34	3,697	3,799	-(102)	3,697	3,799	-(102)
Total Merchandise	47,025	47,795	-(770)	277,804	281,885	-(4,081)	277,804	281,885	-(4,081)
Container	66,976	62,689	4,287	389,310	370,820	18,490	389,310	370,820	18,490
Trailer	6,911	10,627	-(3,716)	42,227	64,960	-(22,733)	42,227	64,960	-(22,733)
Total Intermodal	73,887	73,316	571	431,537	435,780	-(4,243)	431,537	435,780	-(4,243)
Coal	16,080	20,114	-(4,034)	89,575	125,338	-(35,763)	89,575	125,338	-(35,763)
Coke	1,004	1,259	-(255)	6,731	7,507	-(776)	6,731	7,507	-(776)
Total Coal and Coke	17,084	21,373	-(4,289)	96,306	132,845	-(36,539)	96,306	132,845	-(36,539)
Total Carloadings	137,996	142,484	-(4,488)	805,647	850,510	-(44,863)	805,647	850,510	-(44,863)

Norfolk Southern Corporation
Weekly Merchandise, Intermodal and Coal/Coke Car loadings
Week 7 (Q1) From: 02-14-2016 To: 02-20-2016
Data Generated: Mon Jul 23 03:20:01 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	800	875	-(75)	6,983	6,267	716	6,983	6,267	716
Chemicals	7,571	7,216	355	54,653	53,467	1,186	54,653	53,467	1,186
Crushed Stone, Sand and Gravel	3,065	2,876	189	20,080	23,146	-(3,066)	20,080	23,146	-(3,066)
Farm Products Ex Grain	180	235	-(55)	1,274	1,700	-(426)	1,274	1,700	-(426)
Food and Kindred Products	1,781	1,669	112	11,618	11,342	276	11,618	11,342	276
Grain	3,150	3,438	-(288)	25,336	26,885	-(1,549)	25,336	26,885	-(1,549)
Grain Mill Products	2,288	2,741	-(453)	17,244	19,298	-(2,054)	17,244	19,298	-(2,054)
Iron and Steel Scrap	1,431	1,086	345	9,592	10,752	-(1,160)	9,592	10,752	-(1,160)
Lumber and Wood Products	984	857	127	6,694	6,555	139	6,694	6,555	139
Metallic Ores	102	83	19	649	741	-(92)	649	741	-(92)
Metals and Products	4,801	4,746	55	35,327	36,045	-(718)	35,327	36,045	-(718)
Motor Vehicles and Equipment	9,486	6,906	2,580	59,446	50,451	8,995	59,446	50,451	8,995
Non Metallic Minerals	321	331	-(10)	2,333	2,804	-(471)	2,333	2,804	-(471)
Petroleum Products	2,972	4,702	-(1,730)	25,634	29,676	-(4,042)	25,634	29,676	-(4,042)
Primary Forest Products	605	491	114	4,230	4,244	-(14)	4,230	4,244	-(14)
Pulp, Paper and Allied Products	2,854	2,620	234	20,159	20,784	-(625)	20,159	20,784	-(625)
Stone, Clay and Glass Products	2,794	1,984	810	18,040	16,785	1,255	18,040	16,785	1,255
Waste and Scrap Materials	582	403	179	4,279	4,202	77	4,279	4,202	77
Total Merchandise	45,767	43,259	2,508	323,571	325,144	-(1,573)	323,571	325,144	-(1,573)
Container	65,121	53,920	11,201	454,431	424,740	29,691	454,431	424,740	29,691
Trailer	6,748	11,053	-(4,305)	48,975	76,013	-(27,038)	48,975	76,013	-(27,038)
Total Intermodal	71,869	64,973	6,896	503,406	500,753	2,653	503,406	500,753	2,653
Coal	16,134	15,105	1,029	105,709	140,443	-(34,734)	105,709	140,443	-(34,734)
Coke	1,211	1,199	12	7,942	8,706	-(764)	7,942	8,706	-(764)
Total Coal and Coke	17,345	16,304	1,041	113,651	149,149	-(35,498)	113,651	149,149	-(35,498)
Total Carloadings	134,981	124,536	10,445	940,628	975,046	-(34,418)	940,628	975,046	-(34,418)

Norfolk Southern Corporation
Weekly Merchandise, Intermodal and Coal/Coke Car loadings
Week 8 (Q1) From: 02-21-2016 To: 02-27-2016
Data Generated: Mon Jul 23 03:20:01 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	1,159	714	445	8,142	6,981	1,161	8,142	6,981	1,161
Chemicals	7,935	7,756	179	62,588	61,223	1,365	62,588	61,223	1,365
Crushed Stone, Sand and Gravel	3,273	2,916	357	23,353	26,062	-(2,709)	23,353	26,062	-(2,709)
Farm Products Ex Grain	176	221	-(45)	1,450	1,921	-(471)	1,450	1,921	-(471)
Food and Kindred Products	1,876	1,678	198	13,494	13,020	474	13,494	13,020	474
Grain	4,152	3,545	607	29,488	30,430	-(942)	29,488	30,430	-(942)
Grain Mill Products	2,443	2,724	-(281)	19,687	22,022	-(2,335)	19,687	22,022	-(2,335)
Iron and Steel Scrap	1,515	1,187	328	11,107	11,939	-(832)	11,107	11,939	-(832)
Lumber and Wood Products	999	1,004	-(5)	7,693	7,559	134	7,693	7,559	134
Metallic Ores	99	70	29	748	811	-(63)	748	811	-(63)
Metals and Products	5,668	5,307	361	40,995	41,352	-(357)	40,995	41,352	-(357)
Motor Vehicles and Equipment	9,766	8,026	1,740	69,212	58,477	10,735	69,212	58,477	10,735
Non Metallic Minerals	281	441	-(160)	2,614	3,245	-(631)	2,614	3,245	-(631)
Petroleum Products	3,375	3,996	-(621)	29,009	33,672	-(4,663)	29,009	33,672	-(4,663)
Primary Forest Products	644	542	102	4,874	4,786	88	4,874	4,786	88
Pulp, Paper and Allied Products	3,036	2,792	244	23,195	23,576	-(381)	23,195	23,576	-(381)
Stone, Clay and Glass Products	2,747	2,219	528	20,787	19,004	1,783	20,787	19,004	1,783
Waste and Scrap Materials	676	675	1	4,955	4,877	78	4,955	4,877	78
Total Merchandise	49,820	45,813	4,007	373,391	370,957	2,434	373,391	370,957	2,434
Container	67,607	57,471	10,136	522,038	482,211	39,827	522,038	482,211	39,827
Trailer	7,055	11,456	-(4,401)	56,030	87,469	-(31,439)	56,030	87,469	-(31,439)
Total Intermodal	74,662	68,927	5,735	578,068	569,680	8,388	578,068	569,680	8,388
Coal	16,003	18,529	-(2,526)	121,712	158,972	-(37,260)	121,712	158,972	-(37,260)
Coke	1,268	1,141	127	9,210	9,847	-(637)	9,210	9,847	-(637)
Total Coal and Coke	17,271	19,670	-(2,399)	130,922	168,819	-(37,897)	130,922	168,819	-(37,897)
Total Carloadings	141,753	134,410	7,343	1,082,381	1,109,456	-(27,075)	1,082,381	1,109,456	-(27,075)