

**Norfolk Southern Corporation**  
**Weekly Merchandise, Intermodal and Coal/Coke Car loadings**  
**Week 52 (Q4) From: 12-27-2015 To: 01-02-2016**  
Data Generated: Mon Jul 23 03:21:38 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	870	699	171	11,857	12,448	-(591)	49,998	57,728	-(7,730)
Chemicals	7,400	7,617	-(217)	98,046	95,972	2,074	404,683	392,569	12,114
Crushed Stone, Sand and Gravel	2,432	2,806	-(374)	51,211	54,755	-(3,544)	222,256	223,161	-(905)
Farm Products Ex Grain	147	160	-(13)	2,480	2,798	-(318)	10,287	10,840	-(553)
Food and Kindred Products	1,324	1,396	-(72)	21,925	21,887	38	87,577	87,530	47
Grain	3,377	4,032	-(655)	47,323	51,571	-(4,248)	192,552	195,945	-(3,393)
Grain Mill Products	2,621	2,387	234	33,914	35,235	-(1,321)	142,170	138,034	4,136
Iron and Steel Scrap	876	1,170	-(294)	14,999	20,767	-(5,768)	74,526	85,467	-(10,941)
Lumber and Wood Products	793	872	-(79)	11,231	12,105	-(874)	49,573	48,400	1,173
Metallic Ores	71	80	-(9)	1,262	1,259	3	5,416	5,733	-(317)
Metals and Products	4,766	5,250	-(484)	57,879	72,042	-(14,163)	259,648	297,654	-(38,006)
Motor Vehicles and Equipment	4,626	5,288	-(662)	108,872	99,685	9,187	426,887	408,057	18,830
Non Metallic Minerals	310	305	5	5,493	5,430	63	23,416	24,012	-(596)
Petroleum Products	3,937	4,473	-(536)	52,894	56,479	-(3,585)	217,145	195,479	21,666
Primary Forest Products	440	537	-(97)	7,228	8,128	-(900)	31,177	32,749	-(1,572)
Pulp, Paper and Allied Products	3,218	3,356	-(138)	37,546	37,619	-(73)	154,801	153,481	1,320
Stone, Clay and Glass Products	2,182	2,396	-(214)	33,500	35,166	-(1,666)	138,923	145,712	-(6,789)
Waste and Scrap Materials	539	623	-(84)	8,670	8,158	512	35,210	36,878	-(1,668)
<b>Total Merchandise</b>	<b>39,929</b>	<b>43,447</b>	<b>-(3,518)</b>	<b>606,330</b>	<b>631,504</b>	<b>-(25,174)</b>	<b>2,526,245</b>	<b>2,539,429</b>	<b>-(13,184)</b>
Container	44,954	45,620	-(666)	798,165	806,258	-(8,093)	3,302,152	3,239,554	62,598
Trailer	4,544	7,737	-(3,193)	108,093	143,788	-(35,695)	545,931	598,681	-(52,750)
<b>Total Intermodal</b>	<b>49,498</b>	<b>53,357</b>	<b>-(3,859)</b>	<b>906,258</b>	<b>950,046</b>	<b>-(43,788)</b>	<b>3,848,083</b>	<b>3,838,235</b>	<b>9,848</b>
Coal	12,228	19,898	-(7,670)	228,363	283,156	-(54,793)	1,016,809	1,226,569	-(209,760)
Coke	759	1,001	-(242)	13,770	16,036	-(2,266)	61,123	61,994	-(871)
<b>Total Coal and Coke</b>	<b>12,987</b>	<b>20,899</b>	<b>-(7,912)</b>	<b>242,133</b>	<b>299,192</b>	<b>-(57,059)</b>	<b>1,077,932</b>	<b>1,288,563</b>	<b>-(210,631)</b>
<b>Total Carloadings</b>	<b>102,414</b>	<b>117,703</b>	<b>-(15,289)</b>	<b>1,754,721</b>	<b>1,880,742</b>	<b>-(126,021)</b>	<b>7,452,260</b>	<b>7,666,227</b>	<b>-(213,967)</b>

**Norfolk Southern Corporation**  
**Weekly Merchandise, Intermodal and Coal/Coke Car loadings**  
**Week 1 (Q1) From: 01-03-2016 To: 01-09-2016**  
Data Generated: Mon Jul 23 03:21:39 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	931	859	72	931	859	72	931	859	72
Chemicals	8,133	7,521	612	8,133	7,521	612	8,133	7,521	612
Crushed Stone, Sand and Gravel	3,056	3,022	34	3,056	3,022	34	3,056	3,022	34
Farm Products Ex Grain	173	210	-(37)	173	210	-(37)	173	210	-(37)
Food and Kindred Products	1,473	1,378	95	1,473	1,378	95	1,473	1,378	95
Grain	3,506	4,258	-(752)	3,506	4,258	-(752)	3,506	4,258	-(752)
Grain Mill Products	2,547	2,735	-(188)	2,547	2,735	-(188)	2,547	2,735	-(188)
Iron and Steel Scrap	936	1,398	-(462)	936	1,398	-(462)	936	1,398	-(462)
Lumber and Wood Products	826	763	63	826	763	63	826	763	63
Metallic Ores	63	133	-(70)	63	133	-(70)	63	133	-(70)
Metals and Products	4,685	4,432	253	4,685	4,432	253	4,685	4,432	253
Motor Vehicles and Equipment	6,179	5,212	967	6,179	5,212	967	6,179	5,212	967
Non Metallic Minerals	338	402	-(64)	338	402	-(64)	338	402	-(64)
Petroleum Products	4,500	4,284	216	4,500	4,284	216	4,500	4,284	216
Primary Forest Products	711	585	126	711	585	126	711	585	126
Pulp, Paper and Allied Products	3,146	3,264	-(118)	3,146	3,264	-(118)	3,146	3,264	-(118)
Stone, Clay and Glass Products	2,493	2,374	119	2,493	2,374	119	2,493	2,374	119
Waste and Scrap Materials	662	649	13	662	649	13	662	649	13
<b>Total Merchandise</b>	<b>44,358</b>	<b>43,479</b>	<b>879</b>	<b>44,358</b>	<b>43,479</b>	<b>879</b>	<b>44,358</b>	<b>43,479</b>	<b>879</b>
Container	62,895	57,293	5,602	62,895	57,293	5,602	62,895	57,293	5,602
Trailer	6,885	10,352	-(3,467)	6,885	10,352	-(3,467)	6,885	10,352	-(3,467)
<b>Total Intermodal</b>	<b>69,780</b>	<b>67,645</b>	<b>2,135</b>	<b>69,780</b>	<b>67,645</b>	<b>2,135</b>	<b>69,780</b>	<b>67,645</b>	<b>2,135</b>
Coal	14,216	20,767	-(6,551)	14,216	20,767	-(6,551)	14,216	20,767	-(6,551)
Coke	1,144	1,048	96	1,144	1,048	96	1,144	1,048	96
<b>Total Coal and Coke</b>	<b>15,360</b>	<b>21,815</b>	<b>-(6,455)</b>	<b>15,360</b>	<b>21,815</b>	<b>-(6,455)</b>	<b>15,360</b>	<b>21,815</b>	<b>-(6,455)</b>
<b>Total Carloadings</b>	<b>129,498</b>	<b>132,939</b>	<b>-(3,441)</b>	<b>129,498</b>	<b>132,939</b>	<b>-(3,441)</b>	<b>129,498</b>	<b>132,939</b>	<b>-(3,441)</b>

**Norfolk Southern Corporation**  
**Weekly Merchandise, Intermodal and Coal/Coke Car loadings**  
**Week 2 (Q1) From: 01-10-2016 To: 01-16-2016**  
Data Generated: Mon Jul 23 03:21:39 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	944	787	157	1,875	1,646	229	1,875	1,646	229
Chemicals	8,134	8,046	88	16,267	15,567	700	16,267	15,567	700
Crushed Stone, Sand and Gravel	2,835	3,733	-(898)	5,891	6,755	-(864)	5,891	6,755	-(864)
Farm Products Ex Grain	205	229	-(24)	378	439	-(61)	378	439	-(61)
Food and Kindred Products	1,500	1,584	-(84)	2,973	2,962	11	2,973	2,962	11
Grain	3,643	4,075	-(432)	7,149	8,333	-(1,184)	7,149	8,333	-(1,184)
Grain Mill Products	2,380	2,689	-(309)	4,927	5,424	-(497)	4,927	5,424	-(497)
Iron and Steel Scrap	1,460	1,879	-(419)	2,396	3,277	-(881)	2,396	3,277	-(881)
Lumber and Wood Products	852	835	17	1,678	1,598	80	1,678	1,598	80
Metallic Ores	100	89	11	163	222	-(59)	163	222	-(59)
Metals and Products	4,971	5,379	-(408)	9,656	9,811	-(155)	9,656	9,811	-(155)
Motor Vehicles and Equipment	7,688	7,362	326	13,867	12,574	1,293	13,867	12,574	1,293
Non Metallic Minerals	314	355	-(41)	652	757	-(105)	652	757	-(105)
Petroleum Products	3,475	4,429	-(954)	7,975	8,713	-(738)	7,975	8,713	-(738)
Primary Forest Products	613	645	-(32)	1,324	1,230	94	1,324	1,230	94
Pulp, Paper and Allied Products	2,816	2,856	-(40)	5,962	6,120	-(158)	5,962	6,120	-(158)
Stone, Clay and Glass Products	2,821	2,438	383	5,314	4,812	502	5,314	4,812	502
Waste and Scrap Materials	681	664	17	1,343	1,313	30	1,343	1,313	30
<b>Total Merchandise</b>	<b>45,432</b>	<b>48,074</b>	<b>-(2,642)</b>	<b>89,790</b>	<b>91,553</b>	<b>-(1,763)</b>	<b>89,790</b>	<b>91,553</b>	<b>-(1,763)</b>
Container	64,509	64,678	-(169)	127,404	121,971	5,433	127,404	121,971	5,433
Trailer	7,158	11,557	-(4,399)	14,043	21,909	-(7,866)	14,043	21,909	-(7,866)
<b>Total Intermodal</b>	<b>71,667</b>	<b>76,235</b>	<b>-(4,568)</b>	<b>141,447</b>	<b>143,880</b>	<b>-(2,433)</b>	<b>141,447</b>	<b>143,880</b>	<b>-(2,433)</b>
Coal	14,704	21,288	-(6,584)	28,920	42,055	-(13,135)	28,920	42,055	-(13,135)
Coke	1,205	1,304	-(99)	2,349	2,352	-(3)	2,349	2,352	-(3)
<b>Total Coal and Coke</b>	<b>15,909</b>	<b>22,592</b>	<b>-(6,683)</b>	<b>31,269</b>	<b>44,407</b>	<b>-(13,138)</b>	<b>31,269</b>	<b>44,407</b>	<b>-(13,138)</b>
<b>Total Carloadings</b>	<b>133,008</b>	<b>146,901</b>	<b>-(13,893)</b>	<b>262,506</b>	<b>279,840</b>	<b>-(17,334)</b>	<b>262,506</b>	<b>279,840</b>	<b>-(17,334)</b>

**Norfolk Southern Corporation**  
**Weekly Merchandise, Intermodal and Coal/Coke Car loadings**  
**Week 3 (Q1) From: 01-17-2016 To: 01-23-2016**  
Data Generated: Mon Jul 23 03:21:39 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	1,301	1,278	23	3,176	2,924	252	3,176	2,924	252
Chemicals	7,454	8,098	-(644)	23,721	23,665	56	23,721	23,665	56
Crushed Stone, Sand and Gravel	2,494	3,559	-(1,065)	8,385	10,314	-(1,929)	8,385	10,314	-(1,929)
Farm Products Ex Grain	168	268	-(100)	546	707	-(161)	546	707	-(161)
Food and Kindred Products	1,633	1,621	12	4,606	4,583	23	4,606	4,583	23
Grain	3,061	4,266	-(1,205)	10,210	12,599	-(2,389)	10,210	12,599	-(2,389)
Grain Mill Products	2,438	2,717	-(279)	7,365	8,141	-(776)	7,365	8,141	-(776)
Iron and Steel Scrap	1,411	1,899	-(488)	3,807	5,176	-(1,369)	3,807	5,176	-(1,369)
Lumber and Wood Products	980	953	27	2,658	2,551	107	2,658	2,551	107
Metallic Ores	99	112	-(13)	262	334	-(72)	262	334	-(72)
Metals and Products	5,274	5,682	-(408)	14,930	15,493	-(563)	14,930	15,493	-(563)
Motor Vehicles and Equipment	7,813	7,679	134	21,680	20,253	1,427	21,680	20,253	1,427
Non Metallic Minerals	309	440	-(131)	961	1,197	-(236)	961	1,197	-(236)
Petroleum Products	3,779	4,003	-(224)	11,754	12,716	-(962)	11,754	12,716	-(962)
Primary Forest Products	600	615	-(15)	1,924	1,845	79	1,924	1,845	79
Pulp, Paper and Allied Products	2,878	3,000	-(122)	8,840	9,120	-(280)	8,840	9,120	-(280)
Stone, Clay and Glass Products	2,361	2,626	-(265)	7,675	7,438	237	7,675	7,438	237
Waste and Scrap Materials	564	601	-(37)	1,907	1,914	-(7)	1,907	1,914	-(7)
<b>Total Merchandise</b>	<b>44,617</b>	<b>49,417</b>	<b>-(4,800)</b>	<b>134,407</b>	<b>140,970</b>	<b>-(6,563)</b>	<b>134,407</b>	<b>140,970</b>	<b>-(6,563)</b>
Container	62,357	64,825	-(2,468)	189,761	186,796	2,965	189,761	186,796	2,965
Trailer	6,951	10,714	-(3,763)	20,994	32,623	-(11,629)	20,994	32,623	-(11,629)
<b>Total Intermodal</b>	<b>69,308</b>	<b>75,539</b>	<b>-(6,231)</b>	<b>210,755</b>	<b>219,419</b>	<b>-(8,664)</b>	<b>210,755</b>	<b>219,419</b>	<b>-(8,664)</b>
Coal	13,794	22,117	-(8,323)	42,714	64,172	-(21,458)	42,714	64,172	-(21,458)
Coke	1,075	1,203	-(128)	3,424	3,555	-(131)	3,424	3,555	-(131)
<b>Total Coal and Coke</b>	<b>14,869</b>	<b>23,320</b>	<b>-(8,451)</b>	<b>46,138</b>	<b>67,727</b>	<b>-(21,589)</b>	<b>46,138</b>	<b>67,727</b>	<b>-(21,589)</b>
<b>Total Carloadings</b>	<b>128,794</b>	<b>148,276</b>	<b>-(19,482)</b>	<b>391,300</b>	<b>428,116</b>	<b>-(36,816)</b>	<b>391,300</b>	<b>428,116</b>	<b>-(36,816)</b>

**Norfolk Southern Corporation**  
**Weekly Merchandise, Intermodal and Coal/Coke Car loadings**  
**Week 4 (Q1) From: 01-24-2016 To: 01-30-2016**  
Data Generated: Mon Jul 23 03:21:39 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	914	717	197	4,090	3,641	449	4,090	3,641	449
Chemicals	7,447	7,591	-(144)	31,168	31,256	-(88)	31,168	31,256	-(88)
Crushed Stone, Sand and Gravel	2,659	3,375	-(716)	11,044	13,689	-(2,645)	11,044	13,689	-(2,645)
Farm Products Ex Grain	195	244	-(49)	741	951	-(210)	741	951	-(210)
Food and Kindred Products	1,632	1,643	-(11)	6,238	6,226	12	6,238	6,226	12
Grain	4,314	3,636	678	14,524	16,235	-(1,711)	14,524	16,235	-(1,711)
Grain Mill Products	2,573	2,855	-(282)	9,938	10,996	-(1,058)	9,938	10,996	-(1,058)
Iron and Steel Scrap	1,624	2,036	-(412)	5,431	7,212	-(1,781)	5,431	7,212	-(1,781)
Lumber and Wood Products	1,084	1,029	55	3,742	3,580	162	3,742	3,580	162
Metallic Ores	98	97	1	360	431	-(71)	360	431	-(71)
Metals and Products	5,129	5,524	-(395)	20,059	21,017	-(958)	20,059	21,017	-(958)
Motor Vehicles and Equipment	9,511	8,055	1,456	31,191	28,308	2,883	31,191	28,308	2,883
Non Metallic Minerals	278	430	-(152)	1,239	1,627	-(388)	1,239	1,627	-(388)
Petroleum Products	3,942	4,380	-(438)	15,696	17,096	-(1,400)	15,696	17,096	-(1,400)
Primary Forest Products	583	643	-(60)	2,507	2,488	19	2,507	2,488	19
Pulp, Paper and Allied Products	2,846	3,185	-(339)	11,686	12,305	-(619)	11,686	12,305	-(619)
Stone, Clay and Glass Products	2,456	2,402	54	10,131	9,840	291	10,131	9,840	291
Waste and Scrap Materials	492	664	-(172)	2,399	2,578	-(179)	2,399	2,578	-(179)
<b>Total Merchandise</b>	<b>47,777</b>	<b>48,506</b>	<b>-(729)</b>	<b>182,184</b>	<b>189,476</b>	<b>-(7,292)</b>	<b>182,184</b>	<b>189,476</b>	<b>-(7,292)</b>
Container	64,651	62,124	2,527	254,412	248,920	5,492	254,412	248,920	5,492
Trailer	6,891	11,056	-(4,165)	27,885	43,679	-(15,794)	27,885	43,679	-(15,794)
<b>Total Intermodal</b>	<b>71,542</b>	<b>73,180</b>	<b>-(1,638)</b>	<b>282,297</b>	<b>292,599</b>	<b>-(10,302)</b>	<b>282,297</b>	<b>292,599</b>	<b>-(10,302)</b>
Coal	15,644	21,564	-(5,920)	58,358	85,736	-(27,378)	58,358	85,736	-(27,378)
Coke	982	1,092	-(110)	4,406	4,647	-(241)	4,406	4,647	-(241)
<b>Total Coal and Coke</b>	<b>16,626</b>	<b>22,656</b>	<b>-(6,030)</b>	<b>62,764</b>	<b>90,383</b>	<b>-(27,619)</b>	<b>62,764</b>	<b>90,383</b>	<b>-(27,619)</b>
<b>Total Carloadings</b>	<b>135,945</b>	<b>144,342</b>	<b>-(8,397)</b>	<b>527,245</b>	<b>572,458</b>	<b>-(45,213)</b>	<b>527,245</b>	<b>572,458</b>	<b>-(45,213)</b>