

Norfolk Southern Corporation
Weekly Merchandise, Intermodal and Coal/Coke Car loadings
Week 9 (Q1) From: 02-28-2016 To: 03-05-2016
Data Generated: Mon Jul 23 03:18:46 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	844	1,147	-(303)	8,986	8,128	858	8,986	8,128	858
Chemicals	8,488	7,920	568	71,076	69,143	1,933	71,076	69,143	1,933
Crushed Stone, Sand and Gravel	3,803	3,336	467	27,156	29,398	-(2,242)	27,156	29,398	-(2,242)
Farm Products Ex Grain	162	171	-(9)	1,612	2,092	-(480)	1,612	2,092	-(480)
Food and Kindred Products	1,941	1,728	213	15,435	14,748	687	15,435	14,748	687
Grain	3,812	3,761	51	33,300	34,191	-(891)	33,300	34,191	-(891)
Grain Mill Products	2,741	2,681	60	22,428	24,703	-(2,275)	22,428	24,703	-(2,275)
Iron and Steel Scrap	1,311	985	326	12,418	12,924	-(506)	12,418	12,924	-(506)
Lumber and Wood Products	1,096	898	198	8,789	8,457	332	8,789	8,457	332
Metallic Ores	106	122	-(16)	854	933	-(79)	854	933	-(79)
Metals and Products	5,443	4,875	568	46,438	46,227	211	46,438	46,227	211
Motor Vehicles and Equipment	9,206	7,326	1,880	78,418	65,803	12,615	78,418	65,803	12,615
Non Metallic Minerals	285	327	-(42)	2,899	3,572	-(673)	2,899	3,572	-(673)
Petroleum Products	3,268	3,677	-(409)	32,277	37,349	-(5,072)	32,277	37,349	-(5,072)
Primary Forest Products	692	523	169	5,566	5,309	257	5,566	5,309	257
Pulp, Paper and Allied Products	2,647	2,733	-(86)	25,842	26,309	-(467)	25,842	26,309	-(467)
Stone, Clay and Glass Products	2,810	2,143	667	23,597	21,147	2,450	23,597	21,147	2,450
Waste and Scrap Materials	849	643	206	5,804	5,520	284	5,804	5,520	284
Total Merchandise	49,504	44,996	4,508	422,895	415,953	6,942	422,895	415,953	6,942
Container	69,981	59,749	10,232	592,019	541,960	50,059	592,019	541,960	50,059
Trailer	6,660	11,698	-(5,038)	62,690	99,167	-(36,477)	62,690	99,167	-(36,477)
Total Intermodal	76,641	71,447	5,194	654,709	641,127	13,582	654,709	641,127	13,582
Coal	17,154	18,524	-(1,370)	138,866	177,496	-(38,630)	138,866	177,496	-(38,630)
Coke	994	1,155	-(161)	10,204	11,002	-(798)	10,204	11,002	-(798)
Total Coal and Coke	18,148	19,679	-(1,531)	149,070	188,498	-(39,428)	149,070	188,498	-(39,428)
Total Carloadings	144,293	136,122	8,171	1,226,674	1,245,578	-(18,904)	1,226,674	1,245,578	-(18,904)

Norfolk Southern Corporation
Weekly Merchandise, Intermodal and Coal/Coke Car loadings
Week 10 (Q1) From: 03-06-2016 To: 03-12-2016
Data Generated: Mon Jul 23 03:18:46 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	1,346	932	414	10,332	9,060	1,272	10,332	9,060	1,272
Chemicals	8,020	7,723	297	79,096	76,866	2,230	79,096	76,866	2,230
Crushed Stone, Sand and Gravel	3,669	3,848	-(179)	30,825	33,246	-(2,421)	30,825	33,246	-(2,421)
Farm Products Ex Grain	173	198	-(25)	1,785	2,290	-(505)	1,785	2,290	-(505)
Food and Kindred Products	1,880	1,804	76	17,315	16,552	763	17,315	16,552	763
Grain	2,953	3,231	-(278)	36,253	37,422	-(1,169)	36,253	37,422	-(1,169)
Grain Mill Products	2,514	2,819	-(305)	24,942	27,522	-(2,580)	24,942	27,522	-(2,580)
Iron and Steel Scrap	1,321	1,259	62	13,739	14,183	-(444)	13,739	14,183	-(444)
Lumber and Wood Products	1,050	965	85	9,839	9,422	417	9,839	9,422	417
Metallic Ores	93	125	-(32)	947	1,058	-(111)	947	1,058	-(111)
Metals and Products	4,890	4,976	-(86)	51,328	51,203	125	51,328	51,203	125
Motor Vehicles and Equipment	9,612	8,122	1,490	88,030	73,925	14,105	88,030	73,925	14,105
Non Metallic Minerals	352	447	-(95)	3,251	4,019	-(768)	3,251	4,019	-(768)
Petroleum Products	3,494	3,118	376	35,771	40,467	-(4,696)	35,771	40,467	-(4,696)
Primary Forest Products	662	571	91	6,228	5,880	348	6,228	5,880	348
Pulp, Paper and Allied Products	2,621	2,697	-(76)	28,463	29,006	-(543)	28,463	29,006	-(543)
Stone, Clay and Glass Products	2,996	2,404	592	26,593	23,551	3,042	26,593	23,551	3,042
Waste and Scrap Materials	739	635	104	6,543	6,155	388	6,543	6,155	388
Total Merchandise	48,385	45,874	2,511	471,280	461,827	9,453	471,280	461,827	9,453
Container	67,176	66,537	639	659,195	608,497	50,698	659,195	608,497	50,698
Trailer	6,740	11,866	-(5,126)	69,430	111,033	-(41,603)	69,430	111,033	-(41,603)
Total Intermodal	73,916	78,403	-(4,487)	728,625	719,530	9,095	728,625	719,530	9,095
Coal	16,715	21,351	-(4,636)	155,581	198,847	-(43,266)	155,581	198,847	-(43,266)
Coke	1,277	1,063	214	11,481	12,065	-(584)	11,481	12,065	-(584)
Total Coal and Coke	17,992	22,414	-(4,422)	167,062	210,912	-(43,850)	167,062	210,912	-(43,850)
Total Carloadings	140,293	146,691	-(6,398)	1,366,967	1,392,269	-(25,302)	1,366,967	1,392,269	-(25,302)

Norfolk Southern Corporation
Weekly Merchandise, Intermodal and Coal/Coke Car loadings
Week 11 (Q1) From: 03-13-2016 To: 03-19-2016
Data Generated: Mon Jul 23 03:18:47 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	1,267	989	278	11,599	10,049	1,550	11,599	10,049	1,550
Chemicals	8,077	8,019	58	87,173	84,885	2,288	87,173	84,885	2,288
Crushed Stone, Sand and Gravel	3,844	4,601	-(757)	34,669	37,847	-(3,178)	34,669	37,847	-(3,178)
Farm Products Ex Grain	167	208	-(41)	1,952	2,498	-(546)	1,952	2,498	-(546)
Food and Kindred Products	1,767	1,801	-(34)	19,082	18,353	729	19,082	18,353	729
Grain	3,963	3,780	183	40,216	41,202	-(986)	40,216	41,202	-(986)
Grain Mill Products	2,635	2,947	-(312)	27,577	30,469	-(2,892)	27,577	30,469	-(2,892)
Iron and Steel Scrap	1,540	1,379	161	15,279	15,562	-(283)	15,279	15,562	-(283)
Lumber and Wood Products	995	1,176	-(181)	10,834	10,598	236	10,834	10,598	236
Metallic Ores	99	133	-(34)	1,046	1,191	-(145)	1,046	1,191	-(145)
Metals and Products	5,497	5,118	379	56,825	56,321	504	56,825	56,321	504
Motor Vehicles and Equipment	9,303	8,275	1,028	97,333	82,200	15,133	97,333	82,200	15,133
Non Metallic Minerals	352	441	-(89)	3,603	4,460	-(857)	3,603	4,460	-(857)
Petroleum Products	3,034	4,507	-(1,473)	38,805	44,974	-(6,169)	38,805	44,974	-(6,169)
Primary Forest Products	607	613	-(6)	6,835	6,493	342	6,835	6,493	342
Pulp, Paper and Allied Products	2,721	2,716	5	31,184	31,722	-(538)	31,184	31,722	-(538)
Stone, Clay and Glass Products	2,989	2,463	526	29,582	26,014	3,568	29,582	26,014	3,568
Waste and Scrap Materials	854	742	112	7,397	6,897	500	7,397	6,897	500
Total Merchandise	49,711	49,908	-(197)	520,991	511,735	9,256	520,991	511,735	9,256
Container	65,877	67,550	-(1,673)	725,072	676,047	49,025	725,072	676,047	49,025
Trailer	6,592	11,685	-(5,093)	76,022	122,718	-(46,696)	76,022	122,718	-(46,696)
Total Intermodal	72,469	79,235	-(6,766)	801,094	798,765	2,329	801,094	798,765	2,329
Coal	15,464	21,987	-(6,523)	171,045	220,834	-(49,789)	171,045	220,834	-(49,789)
Coke	1,141	1,178	-(37)	12,622	13,243	-(621)	12,622	13,243	-(621)
Total Coal and Coke	16,605	23,165	-(6,560)	183,667	234,077	-(50,410)	183,667	234,077	-(50,410)
Total Carloadings	138,785	152,308	-(13,523)	1,505,752	1,544,577	-(38,825)	1,505,752	1,544,577	-(38,825)

Norfolk Southern Corporation
Weekly Merchandise, Intermodal and Coal/Coke Car loadings
Week 12 (Q1) From: 03-20-2016 To: 03-26-2016
Data Generated: Mon Jul 23 03:18:47 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	868	1,121	-(253)	12,467	11,170	1,297	12,467	11,170	1,297
Chemicals	8,070	8,134	-(64)	95,243	93,019	2,224	95,243	93,019	2,224
Crushed Stone, Sand and Gravel	4,305	4,193	112	38,974	42,040	-(3,066)	38,974	42,040	-(3,066)
Farm Products Ex Grain	172	202	-(30)	2,124	2,700	-(576)	2,124	2,700	-(576)
Food and Kindred Products	1,798	1,855	-(57)	20,880	20,208	672	20,880	20,208	672
Grain	3,037	4,311	-(1,274)	43,253	45,513	-(2,260)	43,253	45,513	-(2,260)
Grain Mill Products	2,579	2,864	-(285)	30,156	33,333	-(3,177)	30,156	33,333	-(3,177)
Iron and Steel Scrap	1,390	1,381	9	16,669	16,943	-(274)	16,669	16,943	-(274)
Lumber and Wood Products	1,002	980	22	11,836	11,578	258	11,836	11,578	258
Metallic Ores	98	114	-(16)	1,144	1,305	-(161)	1,144	1,305	-(161)
Metals and Products	5,392	4,790	602	62,217	61,111	1,106	62,217	61,111	1,106
Motor Vehicles and Equipment	9,133	8,208	925	106,466	90,408	16,058	106,466	90,408	16,058
Non Metallic Minerals	368	432	-(64)	3,971	4,892	-(921)	3,971	4,892	-(921)
Petroleum Products	3,352	4,674	-(1,322)	42,157	49,648	-(7,491)	42,157	49,648	-(7,491)
Primary Forest Products	603	571	32	7,438	7,064	374	7,438	7,064	374
Pulp, Paper and Allied Products	2,713	2,868	-(155)	33,897	34,590	-(693)	33,897	34,590	-(693)
Stone, Clay and Glass Products	2,728	2,513	215	32,310	28,527	3,783	32,310	28,527	3,783
Waste and Scrap Materials	769	721	48	8,166	7,618	548	8,166	7,618	548
Total Merchandise	48,377	49,932	-(1,555)	569,368	561,667	7,701	569,368	561,667	7,701
Container	66,455	67,215	-(760)	791,527	743,262	48,265	791,527	743,262	48,265
Trailer	6,044	11,498	-(5,454)	82,066	134,216	-(52,150)	82,066	134,216	-(52,150)
Total Intermodal	72,499	78,713	-(6,214)	873,593	877,478	-(3,885)	873,593	877,478	-(3,885)
Coal	16,529	23,522	-(6,993)	187,574	244,356	-(56,782)	187,574	244,356	-(56,782)
Coke	1,111	1,014	97	13,733	14,257	-(524)	13,733	14,257	-(524)
Total Coal and Coke	17,640	24,536	-(6,896)	201,307	258,613	-(57,306)	201,307	258,613	-(57,306)
Total Carloadings	138,516	153,181	-(14,665)	1,644,268	1,697,758	-(53,490)	1,644,268	1,697,758	-(53,490)