

Norfolk Southern Corporation
Weekly Merchandise, Intermodal and Coal/Coke Car loadings
Week 35 (Q3) From: 08-28-2016 To: 09-03-2016
Data Generated: Mon Jul 23 03:12:13 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	974	1,266	-(292)	8,072	8,939	-(867)	34,013	34,317	-(304)
Chemicals	7,884	7,682	202	67,910	70,279	-(2,369)	273,087	275,543	-(2,456)
Crushed Stone, Sand and Gravel	4,536	4,803	-(267)	45,100	43,795	1,305	147,811	153,099	-(5,288)
Farm Products Ex Grain	118	173	-(55)	1,362	1,737	-(375)	5,782	7,246	-(1,464)
Food and Kindred Products	1,804	1,904	-(100)	15,936	15,474	462	60,969	58,841	2,128
Grain	3,268	3,672	-(404)	32,782	33,080	-(298)	125,285	131,158	-(5,873)
Grain Mill Products	2,449	2,806	-(357)	21,410	24,633	-(3,223)	87,070	97,265	-(10,195)
Iron and Steel Scrap	1,653	1,464	189	14,367	15,358	-(991)	53,240	53,675	-(435)
Lumber and Wood Products	920	1,024	-(104)	8,551	8,676	-(125)	34,665	34,513	152
Metallic Ores	69	120	-(51)	756	910	-(154)	3,144	3,703	-(559)
Metals and Products	5,408	5,440	-(32)	48,944	47,642	1,302	186,774	181,743	5,031
Motor Vehicles and Equipment	9,058	8,420	638	70,191	74,182	-(3,991)	297,343	283,155	14,188
Non Metallic Minerals	384	455	-(71)	2,934	4,216	-(1,282)	11,348	16,344	-(4,996)
Petroleum Products	3,131	4,319	-(1,188)	27,740	37,211	-(9,471)	119,166	146,986	-(27,820)
Primary Forest Products	582	709	-(127)	4,646	5,842	-(1,196)	19,623	21,508	-(1,885)
Pulp, Paper and Allied Products	2,891	3,186	-(295)	24,962	28,516	-(3,554)	97,682	105,153	-(7,471)
Stone, Clay and Glass Products	2,983	3,094	-(111)	26,001	26,136	-(135)	100,346	94,355	5,991
Waste and Scrap Materials	1,062	707	355	8,694	6,028	2,666	29,283	23,918	5,365
Total Merchandise	49,174	51,244	-(2,070)	430,358	452,654	-(22,296)	1,686,631	1,722,522	-(35,891)
Container	71,342	65,230	6,112	622,231	590,449	31,782	2,350,614	2,253,532	97,082
Trailer	6,486	11,466	-(4,980)	55,361	99,398	-(44,037)	223,284	387,622	-(164,338)
Total Intermodal	77,828	76,696	1,132	677,592	689,847	-(12,255)	2,573,898	2,641,154	-(67,256)
Coal	18,124	20,679	-(2,555)	149,268	182,620	-(33,352)	544,785	705,247	-(160,462)
Coke	1,669	1,059	610	12,849	10,869	1,980	45,140	42,863	2,277
Total Coal and Coke	19,793	21,738	-(1,945)	162,117	193,489	-(31,372)	589,925	748,110	-(158,185)
Total Carloadings	146,795	149,678	-(2,883)	1,270,067	1,335,990	-(65,923)	4,850,454	5,111,786	-(261,332)

Norfolk Southern Corporation
Weekly Merchandise, Intermodal and Coal/Coke Car loadings
Week 36 (Q3) From: 09-04-2016 To: 09-10-2016
Data Generated: Mon Jul 23 03:12:14 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	818	635	183	8,890	9,574	-(684)	34,831	34,952	-(121)
Chemicals	7,132	8,016	-(884)	75,042	78,295	-(3,253)	280,219	283,559	-(3,340)
Crushed Stone, Sand and Gravel	4,515	4,262	253	49,615	48,057	1,558	152,326	157,361	-(5,035)
Farm Products Ex Grain	128	130	-(2)	1,490	1,867	-(377)	5,910	7,376	-(1,466)
Food and Kindred Products	1,880	1,616	264	17,816	17,090	726	62,849	60,457	2,392
Grain	2,984	3,471	-(487)	35,766	36,551	-(785)	128,269	134,629	-(6,360)
Grain Mill Products	2,297	2,615	-(318)	23,707	27,248	-(3,541)	89,367	99,880	-(10,513)
Iron and Steel Scrap	1,033	1,353	-(320)	15,400	16,711	-(1,311)	54,273	55,028	-(755)
Lumber and Wood Products	852	1,008	-(156)	9,403	9,684	-(281)	35,517	35,521	-(4)
Metallic Ores	61	130	-(69)	817	1,040	-(223)	3,205	3,833	-(628)
Metals and Products	5,389	4,793	596	54,333	52,435	1,898	192,163	186,536	5,627
Motor Vehicles and Equipment	7,877	7,695	182	78,068	81,877	-(3,809)	305,220	290,850	14,370
Non Metallic Minerals	302	389	-(87)	3,236	4,605	-(1,369)	11,650	16,733	-(5,083)
Petroleum Products	2,899	4,483	-(1,584)	30,639	41,694	-(11,055)	122,065	151,469	-(29,404)
Primary Forest Products	438	561	-(123)	5,084	6,403	-(1,319)	20,061	22,069	-(2,008)
Pulp, Paper and Allied Products	2,645	3,235	-(590)	27,607	31,751	-(4,144)	100,327	108,388	-(8,061)
Stone, Clay and Glass Products	2,600	2,692	-(92)	28,601	28,828	-(227)	102,946	97,047	5,899
Waste and Scrap Materials	790	595	195	9,484	6,623	2,861	30,073	24,513	5,560
Total Merchandise	44,640	47,679	-(3,039)	474,998	500,333	-(25,335)	1,731,271	1,770,201	-(38,930)
Container	62,089	58,656	3,433	684,320	649,105	35,215	2,412,703	2,312,188	100,515
Trailer	5,685	9,761	-(4,076)	61,046	109,159	-(48,113)	228,969	397,383	-(168,414)
Total Intermodal	67,774	68,417	-(643)	745,366	758,264	-(12,898)	2,641,672	2,709,571	-(67,899)
Coal	15,487	19,665	-(4,178)	164,755	202,285	-(37,530)	560,272	724,912	-(164,640)
Coke	1,195	1,239	-(44)	14,044	12,108	1,936	46,335	44,102	2,233
Total Coal and Coke	16,682	20,904	-(4,222)	178,799	214,393	-(35,594)	606,607	769,014	-(162,407)
Total Carloadings	129,096	137,000	-(7,904)	1,399,163	1,472,990	-(73,827)	4,979,550	5,248,786	-(269,236)

Norfolk Southern Corporation
Weekly Merchandise, Intermodal and Coal/Coke Car loadings
Week 37 (Q3) From: 09-11-2016 To: 09-17-2016
Data Generated: Mon Jul 23 03:12:14 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	1,008	791	217	9,898	10,365	-(467)	35,839	35,743	96
Chemicals	8,062	8,048	14	83,104	86,343	-(3,239)	288,281	291,607	-(3,326)
Crushed Stone, Sand and Gravel	4,849	4,270	579	54,464	52,327	2,137	157,175	161,631	-(4,456)
Farm Products Ex Grain	152	129	23	1,642	1,996	-(354)	6,062	7,505	-(1,443)
Food and Kindred Products	1,942	1,651	291	19,758	18,741	1,017	64,791	62,108	2,683
Grain	3,201	3,657	-(456)	38,967	40,208	-(1,241)	131,470	138,286	-(6,816)
Grain Mill Products	2,521	2,809	-(288)	26,228	30,057	-(3,829)	91,888	102,689	-(10,801)
Iron and Steel Scrap	1,549	1,471	78	16,949	18,182	-(1,233)	55,822	56,499	-(677)
Lumber and Wood Products	916	960	-(44)	10,319	10,644	-(325)	36,433	36,481	-(48)
Metallic Ores	91	115	-(24)	908	1,155	-(247)	3,296	3,948	-(652)
Metals and Products	5,324	5,137	187	59,657	57,572	2,085	197,487	191,673	5,814
Motor Vehicles and Equipment	9,025	9,193	-(168)	87,093	91,070	-(3,977)	314,245	300,043	14,202
Non Metallic Minerals	500	345	155	3,736	4,950	-(1,214)	12,150	17,078	-(4,928)
Petroleum Products	2,957	4,167	-(1,210)	33,596	45,861	-(12,265)	125,022	155,636	-(30,614)
Primary Forest Products	524	601	-(77)	5,608	7,004	-(1,396)	20,585	22,670	-(2,085)
Pulp, Paper and Allied Products	2,706	2,947	-(241)	30,313	34,698	-(4,385)	103,033	111,335	-(8,302)
Stone, Clay and Glass Products	2,985	2,792	193	31,586	31,620	-(34)	105,931	99,839	6,092
Waste and Scrap Materials	1,064	732	332	10,548	7,355	3,193	31,137	25,245	5,892
Total Merchandise	49,376	49,815	-(439)	524,374	550,148	-(25,774)	1,780,647	1,820,016	-(39,369)
Container	71,247	64,555	6,692	755,567	713,660	41,907	2,483,950	2,376,743	107,207
Trailer	6,496	10,914	-(4,418)	67,542	120,073	-(52,531)	235,465	408,297	-(172,832)
Total Intermodal	77,743	75,469	2,274	823,109	833,733	-(10,624)	2,719,415	2,785,040	-(65,625)
Coal	18,299	21,230	-(2,931)	183,054	223,515	-(40,461)	578,571	746,142	-(167,571)
Coke	1,264	1,129	135	15,308	13,237	2,071	47,599	45,231	2,368
Total Coal and Coke	19,563	22,359	-(2,796)	198,362	236,752	-(38,390)	626,170	791,373	-(165,203)
Total Carloadings	146,682	147,643	-(961)	1,545,845	1,620,633	-(74,788)	5,126,232	5,396,429	-(270,197)

Norfolk Southern Corporation
Weekly Merchandise, Intermodal and Coal/Coke Car loadings
Week 38 (Q3) From: 09-18-2016 To: 09-24-2016
 Data Generated: Mon Jul 23 03:12:14 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	820	1,137	-(317)	10,718	11,502	-(784)	36,659	36,880	-(221)
Chemicals	7,781	7,437	344	90,885	93,780	-(2,895)	296,062	299,044	-(2,982)
Crushed Stone, Sand and Gravel	4,551	5,031	-(480)	59,015	57,358	1,657	161,726	166,662	-(4,936)
Farm Products Ex Grain	153	144	9	1,795	2,140	-(345)	6,215	7,649	-(1,434)
Food and Kindred Products	1,821	1,771	50	21,579	20,512	1,067	66,612	63,879	2,733
Grain	3,225	3,373	-(148)	42,192	43,581	-(1,389)	134,695	141,659	-(6,964)
Grain Mill Products	2,594	2,651	-(57)	28,822	32,708	-(3,886)	94,482	105,340	-(10,858)
Iron and Steel Scrap	1,522	1,532	-(10)	18,471	19,714	-(1,243)	57,344	58,031	-(687)
Lumber and Wood Products	910	975	-(65)	11,229	11,619	-(390)	37,343	37,456	-(113)
Metallic Ores	108	131	-(23)	1,016	1,286	-(270)	3,404	4,079	-(675)
Metals and Products	5,033	5,152	-(119)	64,690	62,724	1,966	202,520	196,825	5,695
Motor Vehicles and Equipment	9,159	8,770	389	96,252	99,840	-(3,588)	323,404	308,813	14,591
Non Metallic Minerals	499	422	77	4,235	5,372	-(1,137)	12,649	17,500	-(4,851)
Petroleum Products	3,190	4,428	-(1,238)	36,786	50,289	-(13,503)	128,212	160,064	-(31,852)
Primary Forest Products	453	697	-(244)	6,061	7,701	-(1,640)	21,038	23,367	-(2,329)
Pulp, Paper and Allied Products	2,467	3,008	-(541)	32,780	37,706	-(4,926)	105,500	114,343	-(8,843)
Stone, Clay and Glass Products	2,700	2,961	-(261)	34,286	34,581	-(295)	108,631	102,800	5,831
Waste and Scrap Materials	1,082	633	449	11,630	7,988	3,642	32,219	25,878	6,341
Total Merchandise	48,068	50,253	-(2,185)	572,442	600,401	-(27,959)	1,828,715	1,870,269	-(41,554)
Container	71,658	67,867	3,791	827,225	781,527	45,698	2,555,608	2,444,610	110,998
Trailer	6,599	10,997	-(4,398)	74,141	131,070	-(56,929)	242,064	419,294	-(177,230)
Total Intermodal	78,257	78,864	-(607)	901,366	912,597	-(11,231)	2,797,672	2,863,904	-(66,232)
Coal	17,947	21,883	-(3,936)	201,001	245,398	-(44,397)	596,518	768,025	-(171,507)
Coke	1,362	1,113	249	16,670	14,350	2,320	48,961	46,344	2,617
Total Coal and Coke	19,309	22,996	-(3,687)	217,671	259,748	-(42,077)	645,479	814,369	-(168,890)
Total Carloadings	145,634	152,113	-(6,479)	1,691,479	1,772,746	-(81,267)	5,271,866	5,548,542	-(276,676)