

Norfolk Southern Corporation
Weekly Merchandise, Intermodal and Coal/Coke Car loadings
Week 13 (Q1) From: 03-26-2017 To: 04-01-2017
Data Generated: Mon Jul 23 03:00:35 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 | 1,215 | 1,013 | 202 | 12,013 | 13,663 | -(1,650) | 12,013 | 13,663 | -(1,650) |
| Chemicals | 8,152 | 8,308 | -(156) | 99,475 | 103,579 | -(4,104) | 99,475 | 103,579 | -(4,104) |
| Crushed Stone, Sand and Gravel | 4,493 | 4,032 | 461 | 48,163 | 43,031 | 5,132 | 48,163 | 43,031 | 5,132 |
| Farm Products Ex Grain | 151 | 157 | -(6) | 2,065 | 2,278 | -(213) | 2,065 | 2,278 | -(213) |
| Food and Kindred Products | 1,753 | 1,762 | -(9) | 22,143 | 22,644 | -(501) | 22,143 | 22,644 | -(501) |
| Grain | 4,031 | 4,040 | -(9) | 50,332 | 47,334 | 2,998 | 50,332 | 47,334 | 2,998 |
| Grain Mill Products | 2,605 | 2,546 | 59 | 32,716 | 32,613 | 103 | 32,716 | 32,613 | 103 |
| Iron and Steel Scrap | 1,748 | 1,316 | 432 | 19,823 | 17,983 | 1,840 | 19,823 | 17,983 | 1,840 |
| Lumber and Wood Products | 1,039 | 1,026 | 13 | 12,207 | 12,862 | -(655) | 12,207 | 12,862 | -(655) |
| Metallic Ores | 88 | 99 | -(11) | 1,258 | 1,243 | 15 | 1,258 | 1,243 | 15 |
| Metals and Products | 5,823 | 5,654 | 169 | 74,363 | 67,876 | 6,487 | 74,363 | 67,876 | 6,487 |
| Motor Vehicles and Equipment | 9,039 | 8,614 | 425 | 111,604 | 115,086 | -(3,482) | 111,604 | 115,086 | -(3,482) |
| Non Metallic Minerals | 515 | 444 | 71 | 6,306 | 4,422 | 1,884 | 6,306 | 4,422 | 1,884 |
| Petroleum Products | 3,402 | 3,464 | -(62) | 41,869 | 45,632 | -(3,763) | 41,869 | 45,632 | -(3,763) |
| Primary Forest Products | 587 | 595 | -(8) | 7,008 | 8,029 | -(1,021) | 7,008 | 8,029 | -(1,021) |
| Pulp, Paper and Allied Products | 2,620 | 2,806 | -(186) | 34,753 | 36,714 | -(1,961) | 34,753 | 36,714 | -(1,961) |
| Stone, Clay and Glass Products | 2,727 | 2,653 | 74 | 33,967 | 34,955 | -(988) | 33,967 | 34,955 | -(988) |
| Waste and Scrap Materials | 777 | 666 | 111 | 12,010 | 8,855 | 3,155 | 12,010 | 8,855 | 3,155 |
| Total Merchandise | 50,765 | 49,195 | 1,570 | 622,075 | 618,799 | 3,276 | 622,075 | 618,799 | 3,276 |
| Container | 71,999 | 65,653 | 6,346 | 885,280 | 859,054 | 26,226 | 885,280 | 859,054 | 26,226 |
| Trailer | 7,533 | 5,591 | 1,942 | 95,738 | 85,674 | 10,064 | 95,738 | 85,674 | 10,064 |
| Total Intermodal | 79,532 | 71,244 | 8,288 | 981,018 | 944,728 | 36,290 | 981,018 | 944,728 | 36,290 |
| Coal | 20,250 | 13,992 | 6,258 | 245,771 | 201,671 | 44,100 | 245,771 | 201,671 | 44,100 |
| Coke | 1,189 | 1,230 | -(41) | 17,193 | 14,976 | 2,217 | 17,193 | 14,976 | 2,217 |
| Total Coal and Coke | 21,439 | 15,222 | 6,217 | 262,964 | 216,647 | 46,317 | 262,964 | 216,647 | 46,317 |
| Total Carloadings | 151,736 | 135,661 | 16,075 | 1,866,057 | 1,780,174 | 85,883 | 1,866,057 | 1,780,174 | 85,883 |

Norfolk Southern Corporation
Weekly Merchandise, Intermodal and Coal/Coke Car loadings
Week 14 (Q2) From: 04-02-2017 To: 04-08-2017
Data Generated: Mon Jul 23 03:00:35 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 | 764 | 696 | 68 | 764 | 696 | 68 | 12,777 | 14,359 | -(1,582) |
| Chemicals | 8,167 | 8,231 | -(64) | 8,167 | 8,231 | -(64) | 107,642 | 111,810 | -(4,168) |
| Crushed Stone, Sand and Gravel | 4,722 | 3,763 | 959 | 4,722 | 3,763 | 959 | 52,885 | 46,794 | 6,091 |
| Farm Products Ex Grain | 157 | 145 | 12 | 157 | 145 | 12 | 2,222 | 2,423 | -(201) |
| Food and Kindred Products | 1,819 | 1,645 | 174 | 1,819 | 1,645 | 174 | 23,962 | 24,289 | -(327) |
| Grain | 3,652 | 3,091 | 561 | 3,652 | 3,091 | 561 | 53,984 | 50,425 | 3,559 |
| Grain Mill Products | 2,558 | 2,372 | 186 | 2,558 | 2,372 | 186 | 35,274 | 34,985 | 289 |
| Iron and Steel Scrap | 1,337 | 1,368 | -(31) | 1,337 | 1,368 | -(31) | 21,160 | 19,351 | 1,809 |
| Lumber and Wood Products | 1,024 | 1,070 | -(46) | 1,024 | 1,070 | -(46) | 13,231 | 13,932 | -(701) |
| Metallic Ores | 96 | 72 | 24 | 96 | 72 | 24 | 1,354 | 1,315 | 39 |
| Metals and Products | 5,166 | 5,105 | 61 | 5,166 | 5,105 | 61 | 79,529 | 72,981 | 6,548 |
| Motor Vehicles and Equipment | 9,308 | 8,769 | 539 | 9,308 | 8,769 | 539 | 120,912 | 123,855 | -(2,943) |
| Non Metallic Minerals | 527 | 352 | 175 | 527 | 352 | 175 | 6,833 | 4,774 | 2,059 |
| Petroleum Products | 3,076 | 3,592 | -(516) | 3,076 | 3,592 | -(516) | 44,945 | 49,224 | -(4,279) |
| Primary Forest Products | 525 | 537 | -(12) | 525 | 537 | -(12) | 7,533 | 8,566 | -(1,033) |
| Pulp, Paper and Allied Products | 2,567 | 2,694 | -(127) | 2,567 | 2,694 | -(127) | 37,320 | 39,408 | -(2,088) |
| Stone, Clay and Glass Products | 2,859 | 2,984 | -(125) | 2,859 | 2,984 | -(125) | 36,826 | 37,939 | -(1,113) |
| Waste and Scrap Materials | 751 | 667 | 84 | 751 | 667 | 84 | 12,761 | 9,522 | 3,239 |
| Total Merchandise | 49,075 | 47,153 | 1,922 | 49,075 | 47,153 | 1,922 | 671,150 | 665,952 | 5,198 |
| Container | 67,727 | 67,201 | 526 | 67,727 | 67,201 | 526 | 953,007 | 926,255 | 26,752 |
| Trailer | 7,668 | 6,140 | 1,528 | 7,668 | 6,140 | 1,528 | 103,406 | 91,814 | 11,592 |
| Total Intermodal | 75,395 | 73,341 | 2,054 | 75,395 | 73,341 | 2,054 | 1,056,413 | 1,018,069 | 38,344 |
| Coal | 18,464 | 14,107 | 4,357 | 18,464 | 14,107 | 4,357 | 264,235 | 215,778 | 48,457 |
| Coke | 1,276 | 1,678 | -(402) | 1,276 | 1,678 | -(402) | 18,469 | 16,654 | 1,815 |
| Total Coal and Coke | 19,740 | 15,785 | 3,955 | 19,740 | 15,785 | 3,955 | 282,704 | 232,432 | 50,272 |
| Total Carloadings | 144,210 | 136,279 | 7,931 | 144,210 | 136,279 | 7,931 | 2,010,267 | 1,916,453 | 93,814 |

Norfolk Southern Corporation
Weekly Merchandise, Intermodal and Coal/Coke Car loadings
Week 15 (Q2) From: 04-09-2017 To: 04-15-2017
Data Generated: Mon Jul 23 03:00:35 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 | 1,147 | 845 | 302 | 1,911 | 1,541 | 370 | 13,924 | 15,204 | -(1,280) |
| Chemicals | 8,026 | 7,807 | 219 | 16,193 | 16,038 | 155 | 115,668 | 119,617 | -(3,949) |
| Crushed Stone, Sand and Gravel | 4,590 | 4,718 | -(128) | 9,312 | 8,481 | 831 | 57,475 | 51,512 | 5,963 |
| Farm Products Ex Grain | 168 | 159 | 9 | 325 | 304 | 21 | 2,390 | 2,582 | -(192) |
| Food and Kindred Products | 1,835 | 1,790 | 45 | 3,654 | 3,435 | 219 | 25,797 | 26,079 | -(282) |
| Grain | 3,599 | 3,420 | 179 | 7,251 | 6,511 | 740 | 57,583 | 53,845 | 3,738 |
| Grain Mill Products | 2,299 | 2,518 | -(219) | 4,857 | 4,890 | -(33) | 37,573 | 37,503 | 70 |
| Iron and Steel Scrap | 1,446 | 1,537 | -(91) | 2,783 | 2,905 | -(122) | 22,606 | 20,888 | 1,718 |
| Lumber and Wood Products | 1,048 | 970 | 78 | 2,072 | 2,040 | 32 | 14,279 | 14,902 | -(623) |
| Metallic Ores | 115 | 106 | 9 | 211 | 178 | 33 | 1,469 | 1,421 | 48 |
| Metals and Products | 5,496 | 5,388 | 108 | 10,662 | 10,493 | 169 | 85,025 | 78,369 | 6,656 |
| Motor Vehicles and Equipment | 8,545 | 8,539 | 6 | 17,853 | 17,308 | 545 | 129,457 | 132,394 | -(2,937) |
| Non Metallic Minerals | 533 | 314 | 219 | 1,060 | 666 | 394 | 7,366 | 5,088 | 2,278 |
| Petroleum Products | 3,097 | 3,683 | -(586) | 6,173 | 7,275 | -(1,102) | 48,042 | 52,907 | -(4,865) |
| Primary Forest Products | 428 | 540 | -(112) | 953 | 1,077 | -(124) | 7,961 | 9,106 | -(1,145) |
| Pulp, Paper and Allied Products | 2,540 | 2,624 | -(84) | 5,107 | 5,318 | -(211) | 39,860 | 42,032 | -(2,172) |
| Stone, Clay and Glass Products | 3,013 | 2,987 | 26 | 5,872 | 5,971 | -(99) | 39,839 | 40,926 | -(1,087) |
| Waste and Scrap Materials | 722 | 751 | -(29) | 1,473 | 1,418 | 55 | 13,483 | 10,273 | 3,210 |
| Total Merchandise | 48,647 | 48,696 | -(49) | 97,722 | 95,849 | 1,873 | 719,797 | 714,648 | 5,149 |
| Container | 69,626 | 65,932 | 3,694 | 137,353 | 133,133 | 4,220 | 1,022,633 | 992,187 | 30,446 |
| Trailer | 6,829 | 5,872 | 957 | 14,497 | 12,012 | 2,485 | 110,235 | 97,686 | 12,549 |
| Total Intermodal | 76,455 | 71,804 | 4,651 | 151,850 | 145,145 | 6,705 | 1,132,868 | 1,089,873 | 42,995 |
| Coal | 20,612 | 15,645 | 4,967 | 39,076 | 29,752 | 9,324 | 284,847 | 231,423 | 53,424 |
| Coke | 1,428 | 1,253 | 175 | 2,704 | 2,931 | -(227) | 19,897 | 17,907 | 1,990 |
| Total Coal and Coke | 22,040 | 16,898 | 5,142 | 41,780 | 32,683 | 9,097 | 304,744 | 249,330 | 55,414 |
| Total Carloadings | 147,142 | 137,398 | 9,744 | 291,352 | 273,677 | 17,675 | 2,157,409 | 2,053,851 | 103,558 |

Norfolk Southern Corporation
Weekly Merchandise, Intermodal and Coal/Coke Car loadings
Week 16 (Q2) From: 04-16-2017 To: 04-22-2017
Data Generated: Mon Jul 23 03:00:36 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 | 883 | 950 | -(67) | 2,794 | 2,491 | 303 | 14,807 | 16,154 | -(1,347) |
| Chemicals | 7,490 | 7,741 | -(251) | 23,683 | 23,779 | -(96) | 123,158 | 127,358 | -(4,200) |
| Crushed Stone, Sand and Gravel | 5,102 | 4,440 | 662 | 14,414 | 12,921 | 1,493 | 62,577 | 55,952 | 6,625 |
| Farm Products Ex Grain | 164 | 156 | 8 | 489 | 460 | 29 | 2,554 | 2,738 | -(184) |
| Food and Kindred Products | 1,717 | 1,797 | -(80) | 5,371 | 5,232 | 139 | 27,514 | 27,876 | -(362) |
| Grain | 3,535 | 2,803 | 732 | 10,786 | 9,314 | 1,472 | 61,118 | 56,648 | 4,470 |
| Grain Mill Products | 2,521 | 2,325 | 196 | 7,378 | 7,215 | 163 | 40,094 | 39,828 | 266 |
| Iron and Steel Scrap | 1,738 | 1,528 | 210 | 4,521 | 4,433 | 88 | 24,344 | 22,416 | 1,928 |
| Lumber and Wood Products | 1,037 | 995 | 42 | 3,109 | 3,035 | 74 | 15,316 | 15,897 | -(581) |
| Metallic Ores | 72 | 99 | -(27) | 283 | 277 | 6 | 1,541 | 1,520 | 21 |
| Metals and Products | 6,169 | 5,120 | 1,049 | 16,831 | 15,613 | 1,218 | 91,194 | 83,489 | 7,705 |
| Motor Vehicles and Equipment | 8,321 | 8,793 | -(472) | 26,174 | 26,101 | 73 | 137,778 | 141,187 | -(3,409) |
| Non Metallic Minerals | 528 | 318 | 210 | 1,588 | 984 | 604 | 7,894 | 5,406 | 2,488 |
| Petroleum Products | 2,913 | 3,604 | -(691) | 9,086 | 10,879 | -(1,793) | 50,955 | 56,511 | -(5,556) |
| Primary Forest Products | 355 | 517 | -(162) | 1,308 | 1,594 | -(286) | 8,316 | 9,623 | -(1,307) |
| Pulp, Paper and Allied Products | 2,685 | 2,869 | -(184) | 7,792 | 8,187 | -(395) | 42,545 | 44,901 | -(2,356) |
| Stone, Clay and Glass Products | 2,843 | 2,923 | -(80) | 8,715 | 8,894 | -(179) | 42,682 | 43,849 | -(1,167) |
| Waste and Scrap Materials | 768 | 860 | -(92) | 2,241 | 2,278 | -(37) | 14,251 | 11,133 | 3,118 |
| Total Merchandise | 48,841 | 47,838 | 1,003 | 146,563 | 143,687 | 2,876 | 768,638 | 762,486 | 6,152 |
| Container | 67,286 | 66,834 | 452 | 204,639 | 199,967 | 4,672 | 1,089,919 | 1,059,021 | 30,898 |
| Trailer | 6,330 | 5,917 | 413 | 20,827 | 17,929 | 2,898 | 116,565 | 103,603 | 12,962 |
| Total Intermodal | 73,616 | 72,751 | 865 | 225,466 | 217,896 | 7,570 | 1,206,484 | 1,162,624 | 43,860 |
| Coal | 18,622 | 13,280 | 5,342 | 57,698 | 43,032 | 14,666 | 303,469 | 244,703 | 58,766 |
| Coke | 1,360 | 1,157 | 203 | 4,064 | 4,088 | -(24) | 21,257 | 19,064 | 2,193 |
| Total Coal and Coke | 19,982 | 14,437 | 5,545 | 61,762 | 47,120 | 14,642 | 324,726 | 263,767 | 60,959 |
| Total Carloadings | 142,439 | 135,026 | 7,413 | 433,791 | 408,703 | 25,088 | 2,299,848 | 2,188,877 | 110,971 |

Norfolk Southern Corporation
Weekly Merchandise, Intermodal and Coal/Coke Car loadings
Week 17 (Q2) From: 04-23-2017 To: 04-29-2017
Data Generated: Mon Jul 23 03:00:36 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 | 842 | 935 | -(93) | 3,636 | 3,426 | 210 | 15,649 | 17,089 | -(1,440) |
| Chemicals | 7,673 | 7,723 | -(50) | 31,356 | 31,502 | -(146) | 130,831 | 135,081 | -(4,250) |
| Crushed Stone, Sand and Gravel | 5,540 | 5,039 | 501 | 19,954 | 17,960 | 1,994 | 68,117 | 60,991 | 7,126 |
| Farm Products Ex Grain | 164 | 169 | -(5) | 653 | 629 | 24 | 2,718 | 2,907 | -(189) |
| Food and Kindred Products | 1,736 | 1,853 | -(117) | 7,107 | 7,085 | 22 | 29,250 | 29,729 | -(479) |
| Grain | 3,450 | 3,471 | -(21) | 14,236 | 12,785 | 1,451 | 64,568 | 60,119 | 4,449 |
| Grain Mill Products | 2,307 | 2,617 | -(310) | 9,685 | 9,832 | -(147) | 42,401 | 42,445 | -(44) |
| Iron and Steel Scrap | 1,786 | 1,695 | 91 | 6,307 | 6,128 | 179 | 26,130 | 24,111 | 2,019 |
| Lumber and Wood Products | 1,059 | 1,039 | 20 | 4,168 | 4,074 | 94 | 16,375 | 16,936 | -(561) |
| Metallic Ores | 95 | 77 | 18 | 378 | 354 | 24 | 1,636 | 1,597 | 39 |
| Metals and Products | 6,287 | 5,423 | 864 | 23,118 | 21,036 | 2,082 | 97,481 | 88,912 | 8,569 |
| Motor Vehicles and Equipment | 8,389 | 8,966 | -(577) | 34,563 | 35,067 | -(504) | 146,167 | 150,153 | -(3,986) |
| Non Metallic Minerals | 636 | 394 | 242 | 2,224 | 1,378 | 846 | 8,530 | 5,800 | 2,730 |
| Petroleum Products | 3,043 | 3,800 | -(757) | 12,129 | 14,679 | -(2,550) | 53,998 | 60,311 | -(6,313) |
| Primary Forest Products | 464 | 558 | -(94) | 1,772 | 2,152 | -(380) | 8,780 | 10,181 | -(1,401) |
| Pulp, Paper and Allied Products | 2,568 | 2,725 | -(157) | 10,360 | 10,912 | -(552) | 45,113 | 47,626 | -(2,513) |
| Stone, Clay and Glass Products | 2,751 | 2,999 | -(248) | 11,466 | 11,893 | -(427) | 45,433 | 46,848 | -(1,415) |
| Waste and Scrap Materials | 810 | 766 | 44 | 3,051 | 3,044 | 7 | 15,061 | 11,899 | 3,162 |
| Total Merchandise | 49,600 | 50,249 | -(649) | 196,163 | 193,936 | 2,227 | 818,238 | 812,735 | 5,503 |
| Container | 71,006 | 67,215 | 3,791 | 275,645 | 267,182 | 8,463 | 1,160,925 | 1,126,236 | 34,689 |
| Trailer | 6,877 | 5,946 | 931 | 27,704 | 23,875 | 3,829 | 123,442 | 109,549 | 13,893 |
| Total Intermodal | 77,883 | 73,161 | 4,722 | 303,349 | 291,057 | 12,292 | 1,284,367 | 1,235,785 | 48,582 |
| Coal | 20,541 | 13,181 | 7,360 | 78,239 | 56,213 | 22,026 | 324,010 | 257,884 | 66,126 |
| Coke | 1,477 | 1,286 | 191 | 5,541 | 5,374 | 167 | 22,734 | 20,350 | 2,384 |
| Total Coal and Coke | 22,018 | 14,467 | 7,551 | 83,780 | 61,587 | 22,193 | 346,744 | 278,234 | 68,510 |
| Total Carloadings | 149,501 | 137,877 | 11,624 | 583,292 | 546,580 | 36,712 | 2,449,349 | 2,326,754 | 122,595 |