

**Norfolk Southern Corporation**  
**Weekly Merchandise, Intermodal and Coal/Coke Car loadings**  
**Week 31 (Q3) From: 07-30-2017 To: 08-05-2017**  
Data Generated: Mon Jul 23 02:55:11 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	960	747	213	3,845	4,452	-(607)	27,794	30,661	-(2,867)
Chemicals	7,552	7,682	-(130)	37,642	37,795	-(153)	235,725	242,979	-(7,254)
Crushed Stone, Sand and Gravel	5,387	5,079	308	26,114	25,273	841	140,436	128,069	12,367
Farm Products Ex Grain	173	144	29	708	784	-(76)	4,863	5,204	-(341)
Food and Kindred Products	1,854	1,754	100	8,485	8,772	-(287)	53,311	53,810	-(499)
Grain	3,482	3,624	-(142)	18,928	19,033	-(105)	115,716	111,652	4,064
Grain Mill Products	2,462	2,345	117	12,170	12,023	147	77,644	77,691	-(47)
Iron and Steel Scrap	1,566	1,414	152	7,349	7,723	-(374)	48,166	46,597	1,569
Lumber and Wood Products	918	927	-(9)	4,493	4,801	-(308)	29,530	30,905	-(1,375)
Metallic Ores	81	91	-(10)	436	394	42	2,975	2,782	193
Metals and Products	5,966	5,545	421	28,349	27,289	1,060	177,806	165,153	12,653
Motor Vehicles and Equipment	7,716	7,876	-(160)	31,688	34,960	-(3,272)	254,329	262,110	-(7,781)
Non Metallic Minerals	337	337	0	1,948	1,675	273	13,900	10,096	3,804
Petroleum Products	2,525	2,945	-(420)	12,863	15,557	-(2,694)	93,271	107,030	-(13,759)
Primary Forest Products	502	508	-(6)	2,296	2,547	-(251)	15,528	17,527	-(1,999)
Pulp, Paper and Allied Products	2,919	2,508	411	14,296	13,839	457	83,232	86,566	-(3,334)
Stone, Clay and Glass Products	2,913	2,823	90	13,976	14,411	-(435)	84,283	88,721	-(4,438)
Waste and Scrap Materials	825	930	-(105)	4,075	4,626	-(551)	26,693	24,976	1,717
<b>Total Merchandise</b>	<b>48,138</b>	<b>47,279</b>	<b>859</b>	<b>229,661</b>	<b>235,954</b>	<b>-(6,293)</b>	<b>1,485,202</b>	<b>1,492,529</b>	<b>-(7,327)</b>
Container	76,049	71,131	4,918	350,191	335,875	14,316	2,153,581	2,069,698	83,883
Trailer	7,643	6,434	1,209	32,499	28,359	4,140	219,334	190,977	28,357
<b>Total Intermodal</b>	<b>83,692</b>	<b>77,565</b>	<b>6,127</b>	<b>382,690</b>	<b>364,234</b>	<b>18,456</b>	<b>2,372,915</b>	<b>2,260,675</b>	<b>112,240</b>
Coal	20,624	15,939	4,685	88,317	78,779	9,538	582,512	474,429	108,083
Coke	1,585	1,273	312	7,096	7,069	27	42,296	39,265	3,031
<b>Total Coal and Coke</b>	<b>22,209</b>	<b>17,212</b>	<b>4,997</b>	<b>95,413</b>	<b>85,848</b>	<b>9,565</b>	<b>624,808</b>	<b>513,694</b>	<b>111,114</b>
<b>Total Carloadings</b>	<b>154,039</b>	<b>142,056</b>	<b>11,983</b>	<b>707,764</b>	<b>686,036</b>	<b>21,728</b>	<b>4,482,925</b>	<b>4,266,898</b>	<b>216,027</b>

**Norfolk Southern Corporation**  
**Weekly Merchandise, Intermodal and Coal/Coke Car loadings**  
**Week 32 (Q3) From: 08-06-2017 To: 08-12-2017**  
Data Generated: Mon Jul 23 02:55:11 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	643	930	-(287)	4,488	5,382	-(894)	28,437	31,591	-(3,154)
Chemicals	8,096	7,466	630	45,738	45,261	477	243,821	250,445	-(6,624)
Crushed Stone, Sand and Gravel	4,966	4,515	451	31,080	29,788	1,292	145,402	132,584	12,818
Farm Products Ex Grain	162	158	4	870	942	-(72)	5,025	5,362	-(337)
Food and Kindred Products	1,739	1,845	-(106)	10,224	10,617	-(393)	55,050	55,655	-(605)
Grain	3,597	3,425	172	22,525	22,458	67	119,313	115,077	4,236
Grain Mill Products	2,626	2,338	288	14,796	14,361	435	80,270	80,029	241
Iron and Steel Scrap	1,673	1,670	3	9,022	9,393	-(371)	49,839	48,267	1,572
Lumber and Wood Products	857	898	-(41)	5,350	5,699	-(349)	30,387	31,803	-(1,416)
Metallic Ores	79	89	-(10)	515	483	32	3,054	2,871	183
Metals and Products	5,719	5,617	102	34,068	32,906	1,162	183,525	170,770	12,755
Motor Vehicles and Equipment	7,796	8,575	-(779)	39,484	43,535	-(4,051)	262,125	270,685	-(8,560)
Non Metallic Minerals	327	326	1	2,275	2,001	274	14,227	10,422	3,805
Petroleum Products	2,995	3,234	-(239)	15,858	18,791	-(2,933)	96,266	110,264	-(13,998)
Primary Forest Products	509	529	-(20)	2,805	3,076	-(271)	16,037	18,056	-(2,019)
Pulp, Paper and Allied Products	2,759	2,791	-(32)	17,055	16,630	425	85,991	89,357	-(3,366)
Stone, Clay and Glass Products	2,938	3,018	-(80)	16,914	17,429	-(515)	87,221	91,739	-(4,518)
Waste and Scrap Materials	811	1,007	-(196)	4,886	5,633	-(747)	27,504	25,983	1,521
<b>Total Merchandise</b>	<b>48,292</b>	<b>48,431</b>	<b>-(139)</b>	<b>277,953</b>	<b>284,385</b>	<b>-(6,432)</b>	<b>1,533,494</b>	<b>1,540,960</b>	<b>-(7,466)</b>
Container	74,338	72,384	1,954	424,529	408,259	16,270	2,227,919	2,142,082	85,837
Trailer	7,312	6,275	1,037	39,811	34,634	5,177	226,646	197,252	29,394
<b>Total Intermodal</b>	<b>81,650</b>	<b>78,659</b>	<b>2,991</b>	<b>464,340</b>	<b>442,893</b>	<b>21,447</b>	<b>2,454,565</b>	<b>2,339,334</b>	<b>115,231</b>
Coal	20,159	16,674	3,485	108,476	95,453	13,023	602,671	491,103	111,568
Coke	1,426	1,471	-(45)	8,522	8,540	-(18)	43,722	40,736	2,986
<b>Total Coal and Coke</b>	<b>21,585</b>	<b>18,145</b>	<b>3,440</b>	<b>116,998</b>	<b>103,993</b>	<b>13,005</b>	<b>646,393</b>	<b>531,839</b>	<b>114,554</b>
<b>Total Carloadings</b>	<b>151,527</b>	<b>145,235</b>	<b>6,292</b>	<b>859,291</b>	<b>831,271</b>	<b>28,020</b>	<b>4,634,452</b>	<b>4,412,133</b>	<b>222,319</b>

**Norfolk Southern Corporation**  
**Weekly Merchandise, Intermodal and Coal/Coke Car loadings**  
**Week 33 (Q3) From: 08-13-2017 To: 08-19-2017**  
Data Generated: Mon Jul 23 02:55:11 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	975	787	188	5,463	6,169	-(706)	29,412	32,378	-(2,966)
Chemicals	8,210	7,362	848	53,948	52,623	1,325	252,031	257,807	-(5,776)
Crushed Stone, Sand and Gravel	5,021	5,244	-(223)	36,101	35,032	1,069	150,423	137,828	12,595
Farm Products Ex Grain	156	139	17	1,026	1,081	-(55)	5,181	5,501	-(320)
Food and Kindred Products	1,815	1,828	-(13)	12,039	12,445	-(406)	56,865	57,483	-(618)
Grain	3,077	3,652	-(575)	25,602	26,110	-(508)	122,390	118,729	3,661
Grain Mill Products	2,510	2,319	191	17,306	16,680	626	82,780	82,348	432
Iron and Steel Scrap	1,726	1,588	138	10,748	10,981	-(233)	51,565	49,855	1,710
Lumber and Wood Products	912	976	-(64)	6,262	6,675	-(413)	31,299	32,779	-(1,480)
Metallic Ores	97	104	-(7)	612	587	25	3,151	2,975	176
Metals and Products	5,805	5,518	287	39,873	38,424	1,449	189,330	176,288	13,042
Motor Vehicles and Equipment	7,881	8,959	-(1,078)	47,365	52,494	-(5,129)	270,006	279,644	-(9,638)
Non Metallic Minerals	421	253	168	2,696	2,254	442	14,648	10,675	3,973
Petroleum Products	2,987	3,177	-(190)	18,845	21,968	-(3,123)	99,253	113,441	-(14,188)
Primary Forest Products	437	467	-(30)	3,242	3,543	-(301)	16,474	18,523	-(2,049)
Pulp, Paper and Allied Products	2,966	2,750	216	20,021	19,380	641	88,957	92,107	-(3,150)
Stone, Clay and Glass Products	2,882	2,721	161	19,796	20,150	-(354)	90,103	94,460	-(4,357)
Waste and Scrap Materials	776	1,007	-(231)	5,662	6,640	-(978)	28,280	26,990	1,290
<b>Total Merchandise</b>	<b>48,654</b>	<b>48,851</b>	<b>-(197)</b>	<b>326,607</b>	<b>333,236</b>	<b>-(6,629)</b>	<b>1,582,148</b>	<b>1,589,811</b>	<b>-(7,663)</b>
Container	74,069	70,983	3,086	498,598	479,242	19,356	2,301,988	2,213,065	88,923
Trailer	7,254	6,042	1,212	47,065	40,676	6,389	233,900	203,294	30,606
<b>Total Intermodal</b>	<b>81,323</b>	<b>77,025</b>	<b>4,298</b>	<b>545,663</b>	<b>519,918</b>	<b>25,745</b>	<b>2,535,888</b>	<b>2,416,359</b>	<b>119,529</b>
Coal	20,839	16,997	3,842	129,315	112,450	16,865	623,510	508,100	115,410
Coke	1,434	1,384	50	9,956	9,924	32	45,156	42,120	3,036
<b>Total Coal and Coke</b>	<b>22,273</b>	<b>18,381</b>	<b>3,892</b>	<b>139,271</b>	<b>122,374</b>	<b>16,897</b>	<b>668,666</b>	<b>550,220</b>	<b>118,446</b>
<b>Total Carloadings</b>	<b>152,250</b>	<b>144,257</b>	<b>7,993</b>	<b>1,011,541</b>	<b>975,528</b>	<b>36,013</b>	<b>4,786,702</b>	<b>4,556,390</b>	<b>230,312</b>

**Norfolk Southern Corporation**  
**Weekly Merchandise, Intermodal and Coal/Coke Car loadings**  
**Week 34 (Q3) From: 08-20-2017 To: 08-26-2017**  
Data Generated: Mon Jul 23 02:55:12 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	837	845	-(8)	6,300	7,014	-(714)	30,249	33,223	-(2,974)
Chemicals	7,633	7,284	349	61,581	59,907	1,674	259,664	265,091	-(5,427)
Crushed Stone, Sand and Gravel	5,142	5,468	-(326)	41,243	40,500	743	155,565	143,296	12,269
Farm Products Ex Grain	185	163	22	1,211	1,244	-(33)	5,366	5,664	-(298)
Food and Kindred Products	1,836	1,685	151	13,875	14,130	-(255)	58,701	59,168	-(467)
Grain	3,525	3,505	20	29,127	29,615	-(488)	125,915	122,234	3,681
Grain Mill Products	2,606	2,255	351	19,912	18,935	977	85,386	84,603	783
Iron and Steel Scrap	1,732	1,714	18	12,480	12,695	-(215)	53,297	51,569	1,728
Lumber and Wood Products	891	956	-(65)	7,153	7,631	-(478)	32,190	33,735	-(1,545)
Metallic Ores	94	99	-(5)	706	686	20	3,245	3,074	171
Metals and Products	6,093	5,109	984	45,966	43,533	2,433	195,423	181,397	14,026
Motor Vehicles and Equipment	7,891	8,650	-(759)	55,256	61,144	-(5,888)	277,897	288,294	-(10,397)
Non Metallic Minerals	523	296	227	3,219	2,550	669	15,171	10,971	4,200
Petroleum Products	2,926	2,633	293	21,771	24,601	-(2,830)	102,179	116,074	-(13,895)
Primary Forest Products	445	524	-(79)	3,687	4,067	-(380)	16,919	19,047	-(2,128)
Pulp, Paper and Allied Products	2,953	2,694	259	22,974	22,074	900	91,910	94,801	-(2,891)
Stone, Clay and Glass Products	2,757	2,870	-(113)	22,553	23,020	-(467)	92,860	97,330	-(4,470)
Waste and Scrap Materials	869	984	-(115)	6,531	7,624	-(1,093)	29,149	27,974	1,175
<b>Total Merchandise</b>	<b>48,938</b>	<b>47,734</b>	<b>1,204</b>	<b>375,545</b>	<b>380,970</b>	<b>-(5,425)</b>	<b>1,631,086</b>	<b>1,637,545</b>	<b>-(6,459)</b>
Container	73,085	73,486	-(401)	571,683	552,728	18,955	2,375,073	2,286,551	88,522
Trailer	7,239	6,258	981	54,304	46,934	7,370	241,139	209,552	31,587
<b>Total Intermodal</b>	<b>80,324</b>	<b>79,744</b>	<b>580</b>	<b>625,987</b>	<b>599,662</b>	<b>26,325</b>	<b>2,616,212</b>	<b>2,496,103</b>	<b>120,109</b>
Coal	20,877	18,550	2,327	150,192	131,000	19,192	644,387	526,650	117,737
Coke	1,554	1,364	190	11,510	11,288	222	46,710	43,484	3,226
<b>Total Coal and Coke</b>	<b>22,431</b>	<b>19,914</b>	<b>2,517</b>	<b>161,702</b>	<b>142,288</b>	<b>19,414</b>	<b>691,097</b>	<b>570,134</b>	<b>120,963</b>
<b>Total Carloadings</b>	<b>151,693</b>	<b>147,392</b>	<b>4,301</b>	<b>1,163,234</b>	<b>1,122,920</b>	<b>40,314</b>	<b>4,938,395</b>	<b>4,703,782</b>	<b>234,613</b>