

**Norfolk Southern Corporation**  
**Weekly Merchandise, Intermodal and Coal/Coke Car loadings**  
**Week 48 (Q4) From: 11-26-2017 To: 12-02-2017**  
Data Generated: Mon Jul 23 02:03:14 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	1,096	1,019	77	6,946	7,882	-(936)	41,390	45,941	-(4,551)
Chemicals	8,240	8,147	93	71,999	65,377	6,622	372,851	368,790	4,061
Crushed Stone, Sand and Gravel	4,795	4,345	450	42,319	40,264	2,055	223,384	206,882	16,502
Farm Products Ex Grain	180	143	37	1,544	1,520	24	7,558	7,887	-(329)
Food and Kindred Products	1,747	1,745	2	15,627	16,455	-(828)	83,123	84,905	-(1,782)
Grain	3,857	4,377	-(520)	32,737	40,029	-(7,292)	177,501	178,589	-(1,088)
Grain Mill Products	2,663	2,800	-(137)	23,038	22,690	348	121,212	119,746	1,466
Iron and Steel Scrap	1,654	1,342	312	13,393	11,617	1,776	75,413	70,607	4,806
Lumber and Wood Products	1,007	928	79	8,253	8,011	242	45,389	46,329	-(940)
Metallic Ores	91	86	5	771	798	-(27)	4,439	4,299	140
Metals and Products	5,928	5,713	215	47,211	44,717	2,494	271,344	253,030	18,314
Motor Vehicles and Equipment	9,102	9,269	-(167)	74,826	76,428	-(1,602)	392,511	409,225	-(16,714)
Non Metallic Minerals	378	449	-(71)	3,465	3,949	-(484)	20,524	16,961	3,563
Petroleum Products	3,675	3,319	356	28,942	27,780	1,162	146,426	159,080	-(12,654)
Primary Forest Products	491	544	-(53)	4,121	3,951	170	23,431	25,473	-(2,042)
Pulp, Paper and Allied Products	2,927	3,031	-(104)	24,059	22,795	1,264	129,972	130,833	-(861)
Stone, Clay and Glass Products	2,903	2,753	150	25,401	24,526	875	132,681	135,827	-(3,146)
Waste and Scrap Materials	956	1,074	-(118)	7,483	8,669	-(1,186)	40,713	41,688	-(975)
<b>Total Merchandise</b>	<b>51,690</b>	<b>51,084</b>	<b>606</b>	<b>432,135</b>	<b>427,458</b>	<b>4,677</b>	<b>2,309,862</b>	<b>2,306,092</b>	<b>3,770</b>
Container	70,774	68,722	2,052	666,030	632,133	33,897	3,401,662	3,270,003	131,659
Trailer	9,134	7,543	1,591	73,799	61,316	12,483	352,365	301,915	50,450
<b>Total Intermodal</b>	<b>79,908</b>	<b>76,265</b>	<b>3,643</b>	<b>739,829</b>	<b>693,449</b>	<b>46,380</b>	<b>3,754,027</b>	<b>3,571,918</b>	<b>182,109</b>
Coal	20,194	16,351	3,843	165,505	156,189	9,316	905,761	771,570	134,191
Coke	1,538	1,584	-(46)	13,720	11,588	2,132	67,930	61,778	6,152
<b>Total Coal and Coke</b>	<b>21,732</b>	<b>17,935</b>	<b>3,797</b>	<b>179,225</b>	<b>167,777</b>	<b>11,448</b>	<b>973,691</b>	<b>833,348</b>	<b>140,343</b>
<b>Total Carloadings</b>	<b>153,330</b>	<b>145,284</b>	<b>8,046</b>	<b>1,351,189</b>	<b>1,288,684</b>	<b>62,505</b>	<b>7,037,580</b>	<b>6,711,358</b>	<b>326,222</b>

**Norfolk Southern Corporation**  
**Weekly Merchandise, Intermodal and Coal/Coke Car loadings**  
**Week 49 (Q4) From: 12-03-2017 To: 12-09-2017**  
Data Generated: Mon Jul 23 02:03:14 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	465	820	-(355)	7,411	8,702	-(1,291)	41,855	46,761	-(4,906)
Chemicals	8,310	7,274	1,036	80,309	72,651	7,658	381,161	376,064	5,097
Crushed Stone, Sand and Gravel	3,587	3,853	-(266)	45,906	44,117	1,789	226,971	210,735	16,236
Farm Products Ex Grain	160	187	-(27)	1,704	1,707	-(3)	7,718	8,074	-(356)
Food and Kindred Products	1,537	1,653	-(116)	17,164	18,108	-(944)	84,660	86,558	-(1,898)
Grain	3,652	3,930	-(278)	36,389	43,959	-(7,570)	181,153	182,519	-(1,366)
Grain Mill Products	2,441	2,450	-(9)	25,479	25,140	339	123,653	122,196	1,457
Iron and Steel Scrap	1,582	1,431	151	14,975	13,048	1,927	76,995	72,038	4,957
Lumber and Wood Products	852	829	23	9,105	8,840	265	46,241	47,158	-(917)
Metallic Ores	102	103	-(1)	873	901	-(28)	4,541	4,402	139
Metals and Products	5,035	5,392	-(357)	52,246	50,109	2,137	276,379	258,422	17,957
Motor Vehicles and Equipment	8,453	9,228	-(775)	83,279	85,656	-(2,377)	400,964	418,453	-(17,489)
Non Metallic Minerals	377	418	-(41)	3,842	4,367	-(525)	20,901	17,379	3,522
Petroleum Products	3,397	3,036	361	32,339	30,816	1,523	149,823	162,116	-(12,293)
Primary Forest Products	417	527	-(110)	4,538	4,478	60	23,848	26,000	-(2,152)
Pulp, Paper and Allied Products	2,851	2,724	127	26,910	25,519	1,391	132,823	133,557	-(734)
Stone, Clay and Glass Products	2,723	2,341	382	28,124	26,867	1,257	135,404	138,168	-(2,764)
Waste and Scrap Materials	917	1,020	-(103)	8,400	9,689	-(1,289)	41,630	42,708	-(1,078)
<b>Total Merchandise</b>	<b>46,858</b>	<b>47,216</b>	<b>-(358)</b>	<b>478,993</b>	<b>474,674</b>	<b>4,319</b>	<b>2,356,720</b>	<b>2,353,308</b>	<b>3,412</b>
Container	76,298	71,864	4,434	742,328	703,997	38,331	3,477,960	3,341,867	136,093
Trailer	10,277	8,057	2,220	84,076	69,373	14,703	362,642	309,972	52,670
<b>Total Intermodal</b>	<b>86,575</b>	<b>79,921</b>	<b>6,654</b>	<b>826,404</b>	<b>773,370</b>	<b>53,034</b>	<b>3,840,602</b>	<b>3,651,839</b>	<b>188,763</b>
Coal	19,220	17,132	2,088	184,725	173,321	11,404	924,981	788,702	136,279
Coke	1,235	1,026	209	14,955	12,614	2,341	69,165	62,804	6,361
<b>Total Coal and Coke</b>	<b>20,455</b>	<b>18,158</b>	<b>2,297</b>	<b>199,680</b>	<b>185,935</b>	<b>13,745</b>	<b>994,146</b>	<b>851,506</b>	<b>142,640</b>
<b>Total Carloadings</b>	<b>153,888</b>	<b>145,295</b>	<b>8,593</b>	<b>1,505,077</b>	<b>1,433,979</b>	<b>71,098</b>	<b>7,191,468</b>	<b>6,856,653</b>	<b>334,815</b>

**Norfolk Southern Corporation**  
**Weekly Merchandise, Intermodal and Coal/Coke Car loadings**  
**Week 50 (Q4) From: 12-10-2017 To: 12-16-2017**  
 Data Generated: Mon Jul 23 02:03:15 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	866	1,219	-(353)	8,277	9,921	-(1,644)	42,721	47,980	-(5,259)
Chemicals	8,261	7,108	1,153	88,570	79,759	8,811	389,422	383,172	6,250
Crushed Stone, Sand and Gravel	3,261	2,601	660	49,167	46,718	2,449	230,232	213,336	16,896
Farm Products Ex Grain	216	203	13	1,920	1,910	10	7,934	8,277	-(343)
Food and Kindred Products	1,768	1,651	117	18,932	19,759	-(827)	86,428	88,209	-(1,781)
Grain	3,400	3,555	-(155)	39,789	47,514	-(7,725)	184,553	186,074	-(1,521)
Grain Mill Products	2,249	2,575	-(326)	27,728	27,715	13	125,902	124,771	1,131
Iron and Steel Scrap	1,634	1,410	224	16,609	14,458	2,151	78,629	73,448	5,181
Lumber and Wood Products	906	895	11	10,011	9,735	276	47,147	48,053	-(906)
Metallic Ores	69	81	-(12)	942	982	-(40)	4,610	4,483	127
Metals and Products	5,396	4,768	628	57,642	54,877	2,765	281,775	263,190	18,585
Motor Vehicles and Equipment	8,282	7,810	472	91,561	93,466	-(1,905)	409,246	426,263	-(17,017)
Non Metallic Minerals	409	343	66	4,251	4,710	-(459)	21,310	17,722	3,588
Petroleum Products	3,403	3,246	157	35,742	34,062	1,680	153,226	165,362	-(12,136)
Primary Forest Products	480	496	-(16)	5,018	4,974	44	24,328	26,496	-(2,168)
Pulp, Paper and Allied Products	2,591	2,403	188	29,501	27,922	1,579	135,414	135,960	-(546)
Stone, Clay and Glass Products	2,416	2,239	177	30,540	29,106	1,434	137,820	140,407	-(2,587)
Waste and Scrap Materials	856	1,004	-(148)	9,256	10,693	-(1,437)	42,486	43,712	-(1,226)
<b>Total Merchandise</b>	<b>46,463</b>	<b>43,607</b>	<b>2,856</b>	<b>525,456</b>	<b>518,281</b>	<b>7,175</b>	<b>2,403,183</b>	<b>2,396,915</b>	<b>6,268</b>
Container	76,536	70,830	5,706	818,864	774,827	44,037	3,554,496	3,412,697	141,799
Trailer	9,530	7,636	1,894	93,606	77,009	16,597	372,172	317,608	54,564
<b>Total Intermodal</b>	<b>86,066</b>	<b>78,466</b>	<b>7,600</b>	<b>912,470</b>	<b>851,836</b>	<b>60,634</b>	<b>3,926,668</b>	<b>3,730,305</b>	<b>196,363</b>
Coal	18,020	18,593	-(573)	202,745	191,914	10,831	943,001	807,295	135,706
Coke	1,519	1,334	185	16,474	13,948	2,526	70,684	64,138	6,546
<b>Total Coal and Coke</b>	<b>19,539</b>	<b>19,927</b>	<b>-(388)</b>	<b>219,219</b>	<b>205,862</b>	<b>13,357</b>	<b>1,013,685</b>	<b>871,433</b>	<b>142,252</b>
<b>Total Carloadings</b>	<b>152,068</b>	<b>142,000</b>	<b>10,068</b>	<b>1,657,145</b>	<b>1,575,979</b>	<b>81,166</b>	<b>7,343,536</b>	<b>6,998,653</b>	<b>344,883</b>

**Norfolk Southern Corporation**  
**Weekly Merchandise, Intermodal and Coal/Coke Car loadings**  
**Week 51 (Q4) From: 12-17-2017 To: 12-23-2017**  
Data Generated: Mon Jul 23 02:03:15 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	819	861	-(42)	9,096	10,782	-(1,686)	43,540	48,841	-(5,301)
Chemicals	7,789	7,165	624	96,359	86,924	9,435	397,211	390,337	6,874
Crushed Stone, Sand and Gravel	3,584	2,338	1,246	52,751	49,056	3,695	233,816	215,674	18,142
Farm Products Ex Grain	168	177	-(9)	2,088	2,087	1	8,102	8,454	-(352)
Food and Kindred Products	1,720	1,382	338	20,652	21,141	-(489)	88,148	89,591	-(1,443)
Grain	3,434	3,975	-(541)	43,223	51,489	-(8,266)	187,987	190,049	-(2,062)
Grain Mill Products	2,434	2,654	-(220)	30,162	30,369	-(207)	128,336	127,425	911
Iron and Steel Scrap	1,617	1,292	325	18,226	15,750	2,476	80,246	74,740	5,506
Lumber and Wood Products	941	776	165	10,952	10,511	441	48,088	48,829	-(741)
Metallic Ores	68	83	-(15)	1,010	1,065	-(55)	4,678	4,566	112
Metals and Products	5,499	4,780	719	63,141	59,657	3,484	287,274	267,970	19,304
Motor Vehicles and Equipment	8,262	7,857	405	99,823	101,323	-(1,500)	417,508	434,120	-(16,612)
Non Metallic Minerals	337	257	80	4,588	4,967	-(379)	21,647	17,979	3,668
Petroleum Products	3,568	3,177	391	39,310	37,239	2,071	156,794	168,539	-(11,745)
Primary Forest Products	496	469	27	5,514	5,443	71	24,824	26,965	-(2,141)
Pulp, Paper and Allied Products	2,745	2,637	108	32,246	30,559	1,687	138,159	138,597	-(438)
Stone, Clay and Glass Products	2,421	2,194	227	32,961	31,300	1,661	140,241	142,601	-(2,360)
Waste and Scrap Materials	963	864	99	10,219	11,557	-(1,338)	43,449	44,576	-(1,127)
<b>Total Merchandise</b>	<b>46,865</b>	<b>42,938</b>	<b>3,927</b>	<b>572,321</b>	<b>561,219</b>	<b>11,102</b>	<b>2,450,048</b>	<b>2,439,853</b>	<b>10,195</b>
Container	76,652	65,305	11,347	895,516	840,132	55,384	3,631,148	3,478,002	153,146
Trailer	9,047	7,399	1,648	102,653	84,408	18,245	381,219	325,007	56,212
<b>Total Intermodal</b>	<b>85,699</b>	<b>72,704</b>	<b>12,995</b>	<b>998,169</b>	<b>924,540</b>	<b>73,629</b>	<b>4,012,367</b>	<b>3,803,009</b>	<b>209,358</b>
Coal	19,340	14,837	4,503	222,085	206,751	15,334	962,341	822,132	140,209
Coke	1,384	1,417	-(33)	17,858	15,365	2,493	72,068	65,555	6,513
<b>Total Coal and Coke</b>	<b>20,724</b>	<b>16,254</b>	<b>4,470</b>	<b>239,943</b>	<b>222,116</b>	<b>17,827</b>	<b>1,034,409</b>	<b>887,687</b>	<b>146,722</b>
<b>Total Carloadings</b>	<b>153,288</b>	<b>131,896</b>	<b>21,392</b>	<b>1,810,433</b>	<b>1,707,875</b>	<b>102,558</b>	<b>7,496,824</b>	<b>7,130,549</b>	<b>366,275</b>

**Norfolk Southern Corporation**  
**Weekly Merchandise, Intermodal and Coal/Coke Car loadings**  
**Week 52 (Q4) From: 12-24-2017 To: 12-30-2017**  
Data Generated: Mon Jul 23 02:03:15 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	549	472	77	9,645	11,254	-(1,609)	44,089	49,313	-(5,224)
Chemicals	6,434	7,221	-(787)	102,793	94,145	8,648	403,645	397,558	6,087
Crushed Stone, Sand and Gravel	2,148	2,431	-(283)	54,899	51,487	3,412	235,964	218,105	17,859
Farm Products Ex Grain	104	138	-(34)	2,192	2,225	-(33)	8,206	8,592	-(386)
Food and Kindred Products	1,222	1,526	-(304)	21,874	22,667	-(793)	89,370	91,117	-(1,747)
Grain	2,224	2,838	-(614)	45,447	54,327	-(8,880)	190,211	192,887	-(2,676)
Grain Mill Products	2,321	2,252	69	32,483	32,621	-(138)	130,657	129,677	980
Iron and Steel Scrap	851	1,077	-(226)	19,077	16,827	2,250	81,097	75,817	5,280
Lumber and Wood Products	606	875	-(269)	11,558	11,386	172	48,694	49,704	-(1,010)
Metallic Ores	62	88	-(26)	1,072	1,153	-(81)	4,740	4,654	86
Metals and Products	4,463	4,713	-(250)	67,604	64,370	3,234	291,737	272,683	19,054
Motor Vehicles and Equipment	4,262	4,931	-(669)	104,085	106,254	-(2,169)	421,770	439,051	-(17,281)
Non Metallic Minerals	232	281	-(49)	4,820	5,248	-(428)	21,879	18,260	3,619
Petroleum Products	3,048	3,160	-(112)	42,358	40,399	1,959	159,842	171,699	-(11,857)
Primary Forest Products	379	437	-(58)	5,893	5,880	13	25,203	27,402	-(2,199)
Pulp, Paper and Allied Products	2,776	2,709	67	35,022	33,268	1,754	140,935	141,306	-(371)
Stone, Clay and Glass Products	1,859	1,888	-(29)	34,820	33,188	1,632	142,100	144,489	-(2,389)
Waste and Scrap Materials	697	674	23	10,916	12,231	-(1,315)	44,146	45,250	-(1,104)
<b>Total Merchandise</b>	<b>34,237</b>	<b>37,711</b>	<b>-(3,474)</b>	<b>606,558</b>	<b>598,930</b>	<b>7,628</b>	<b>2,484,285</b>	<b>2,477,564</b>	<b>6,721</b>
Container	51,611	54,454	-(2,843)	947,127	894,586	52,541	3,682,759	3,532,456	150,303
Trailer	5,362	5,799	-(437)	108,015	90,207	17,808	386,581	330,806	55,775
<b>Total Intermodal</b>	<b>56,973</b>	<b>60,253</b>	<b>-(3,280)</b>	<b>1,055,142</b>	<b>984,793</b>	<b>70,349</b>	<b>4,069,340</b>	<b>3,863,262</b>	<b>206,078</b>
Coal	11,570	13,399	-(1,829)	233,655	220,150	13,505	973,911	835,531	138,380
Coke	1,392	1,038	354	19,250	16,403	2,847	73,460	66,593	6,867
<b>Total Coal and Coke</b>	<b>12,962</b>	<b>14,437</b>	<b>-(1,475)</b>	<b>252,905</b>	<b>236,553</b>	<b>16,352</b>	<b>1,047,371</b>	<b>902,124</b>	<b>145,247</b>
<b>Total Carloadings</b>	<b>104,172</b>	<b>112,401</b>	<b>-(8,229)</b>	<b>1,914,605</b>	<b>1,820,276</b>	<b>94,329</b>	<b>7,600,996</b>	<b>7,242,950</b>	<b>358,046</b>