

**Norfolk Southern Corporation**  
**Weekly Merchandise, Intermodal and Coal/Coke Car loadings**  
**Week 26 (Q2) From: 06-25-2017 To: 07-01-2017**  
Data Generated: Mon Jul 23 02:56:25 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	913	943	-(30)	11,936	12,546	-(610)	23,949	26,209	-(2,260)
Chemicals	7,474	7,862	-(388)	98,608	101,605	-(2,997)	198,083	205,184	-(7,101)
Crushed Stone, Sand and Gravel	4,680	4,633	47	66,159	59,765	6,394	114,322	102,796	11,526
Farm Products Ex Grain	175	170	5	2,090	2,142	-(52)	4,155	4,420	-(265)
Food and Kindred Products	1,710	1,619	91	22,683	22,394	289	44,826	45,038	-(212)
Grain	3,616	4,207	-(591)	46,456	45,285	1,171	96,788	92,619	4,169
Grain Mill Products	2,487	2,713	-(226)	32,758	33,055	-(297)	65,474	65,668	-(194)
Iron and Steel Scrap	1,900	1,773	127	20,994	20,891	103	40,817	38,874	1,943
Lumber and Wood Products	1,012	955	57	12,830	13,242	-(412)	25,037	26,104	-(1,067)
Metallic Ores	103	94	9	1,281	1,145	136	2,539	2,388	151
Metals and Products	6,186	6,058	128	75,094	69,988	5,106	149,457	137,864	11,593
Motor Vehicles and Equipment	7,900	8,753	-(853)	111,037	112,064	-(1,027)	222,641	227,150	-(4,509)
Non Metallic Minerals	469	319	150	5,646	3,999	1,647	11,952	8,421	3,531
Petroleum Products	2,843	3,459	-(616)	38,539	45,841	-(7,302)	80,408	91,473	-(11,065)
Primary Forest Products	530	539	-(9)	6,224	6,951	-(727)	13,232	14,980	-(1,748)
Pulp, Paper and Allied Products	2,782	2,863	-(81)	34,183	36,013	-(1,830)	68,936	72,727	-(3,791)
Stone, Clay and Glass Products	2,641	3,244	-(603)	36,340	39,355	-(3,015)	70,307	74,310	-(4,003)
Waste and Scrap Materials	916	1,043	-(127)	10,608	11,495	-(887)	22,618	20,350	2,268
<b>Total Merchandise</b>	<b>48,337</b>	<b>51,247</b>	<b>-(2,910)</b>	<b>633,466</b>	<b>637,776</b>	<b>-(4,310)</b>	<b>1,255,541</b>	<b>1,256,575</b>	<b>-(1,034)</b>
Container	72,647	67,318	5,329	918,110	874,769	43,341	1,803,390	1,733,823	69,567
Trailer	6,828	5,691	1,137	91,097	76,944	14,153	186,835	162,618	24,217
<b>Total Intermodal</b>	<b>79,475</b>	<b>73,009</b>	<b>6,466</b>	<b>1,009,207</b>	<b>951,713</b>	<b>57,494</b>	<b>1,990,225</b>	<b>1,896,441</b>	<b>93,784</b>
Coal	18,102	16,241	1,861	248,424	193,979	54,445	494,195	395,650	98,545
Coke	1,254	1,544	-(290)	18,007	17,220	787	35,200	32,196	3,004
<b>Total Coal and Coke</b>	<b>19,356</b>	<b>17,785</b>	<b>1,571</b>	<b>266,431</b>	<b>211,199</b>	<b>55,232</b>	<b>529,395</b>	<b>427,846</b>	<b>101,549</b>
<b>Total Carloadings</b>	<b>147,168</b>	<b>142,041</b>	<b>5,127</b>	<b>1,909,104</b>	<b>1,800,688</b>	<b>108,416</b>	<b>3,775,161</b>	<b>3,580,862</b>	<b>194,299</b>

**Norfolk Southern Corporation**  
**Weekly Merchandise, Intermodal and Coal/Coke Car loadings**  
**Week 27 (Q3) From: 07-02-2017 To: 07-08-2017**  
 Data Generated: Mon Jul 23 02:56:25 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	470	867	-(397)	470	867	-(397)	24,419	27,076	-(2,657)
Chemicals	7,258	7,196	62	7,258	7,196	62	205,341	212,380	-(7,039)
Crushed Stone, Sand and Gravel	4,406	4,174	232	4,406	4,174	232	118,728	106,970	11,758
Farm Products Ex Grain	114	111	3	114	111	3	4,269	4,531	-(262)
Food and Kindred Products	1,502	1,572	-(70)	1,502	1,572	-(70)	46,328	46,610	-(282)
Grain	3,991	3,473	518	3,991	3,473	518	100,779	96,092	4,687
Grain Mill Products	2,400	2,249	151	2,400	2,249	151	67,874	67,917	-(43)
Iron and Steel Scrap	1,017	1,117	-(100)	1,017	1,117	-(100)	41,834	39,991	1,843
Lumber and Wood Products	841	959	-(118)	841	959	-(118)	25,878	27,063	-(1,185)
Metallic Ores	67	79	-(12)	67	79	-(12)	2,606	2,467	139
Metals and Products	5,338	5,200	138	5,338	5,200	138	154,795	143,064	11,731
Motor Vehicles and Equipment	5,361	6,262	-(901)	5,361	6,262	-(901)	228,002	233,412	-(5,410)
Non Metallic Minerals	403	312	91	403	312	91	12,355	8,733	3,622
Petroleum Products	2,312	2,724	-(412)	2,312	2,724	-(412)	82,720	94,197	-(11,477)
Primary Forest Products	354	470	-(116)	354	470	-(116)	13,586	15,450	-(1,864)
Pulp, Paper and Allied Products	2,798	2,783	15	2,798	2,783	15	71,734	75,510	-(3,776)
Stone, Clay and Glass Products	2,454	2,784	-(330)	2,454	2,784	-(330)	72,761	77,094	-(4,333)
Waste and Scrap Materials	703	865	-(162)	703	865	-(162)	23,321	21,215	2,106
<b>Total Merchandise</b>	<b>41,789</b>	<b>43,197</b>	<b>-(1,408)</b>	<b>41,789</b>	<b>43,197</b>	<b>-(1,408)</b>	<b>1,297,330</b>	<b>1,299,772</b>	<b>-(2,442)</b>
Container	59,128	60,046	-(918)	59,128	60,046	-(918)	1,862,518	1,793,869	68,649
Trailer	5,102	4,379	723	5,102	4,379	723	191,937	166,997	24,940
<b>Total Intermodal</b>	<b>64,230</b>	<b>64,425</b>	<b>-(195)</b>	<b>64,230</b>	<b>64,425</b>	<b>-(195)</b>	<b>2,054,455</b>	<b>1,960,866</b>	<b>93,589</b>
Coal	13,055	12,642	413	13,055	12,642	413	507,250	408,292	98,958
Coke	1,260	1,354	-(94)	1,260	1,354	-(94)	36,460	33,550	2,910
<b>Total Coal and Coke</b>	<b>14,315</b>	<b>13,996</b>	<b>319</b>	<b>14,315</b>	<b>13,996</b>	<b>319</b>	<b>543,710</b>	<b>441,842</b>	<b>101,868</b>
<b>Total Carloadings</b>	<b>120,334</b>	<b>121,618</b>	<b>-(1,284)</b>	<b>120,334</b>	<b>121,618</b>	<b>-(1,284)</b>	<b>3,895,495</b>	<b>3,702,480</b>	<b>193,015</b>

**Norfolk Southern Corporation**  
**Weekly Merchandise, Intermodal and Coal/Coke Car loadings**  
**Week 28 (Q3) From: 07-09-2017 To: 07-15-2017**  
Data Generated: Mon Jul 23 02:56:25 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	834	1,171	-(337)	1,304	2,038	-(734)	25,253	28,247	-(2,994)
Chemicals	8,190	7,933	257	15,448	15,129	319	213,531	220,313	-(6,782)
Crushed Stone, Sand and Gravel	5,634	5,032	602	10,040	9,206	834	124,362	112,002	12,360
Farm Products Ex Grain	154	175	-(21)	268	286	-(18)	4,423	4,706	-(283)
Food and Kindred Products	1,740	1,675	65	3,242	3,247	-(5)	48,068	48,285	-(217)
Grain	4,278	4,616	-(338)	8,269	8,089	180	105,057	100,708	4,349
Grain Mill Products	2,665	2,581	84	5,065	4,830	235	70,539	70,498	41
Iron and Steel Scrap	1,523	1,652	-(129)	2,540	2,769	-(229)	43,357	41,643	1,714
Lumber and Wood Products	869	978	-(109)	1,710	1,937	-(227)	26,747	28,041	-(1,294)
Metallic Ores	97	98	-(1)	164	177	-(13)	2,703	2,565	138
Metals and Products	5,544	5,378	166	10,882	10,578	304	160,339	148,442	11,897
Motor Vehicles and Equipment	5,510	6,717	-(1,207)	10,871	12,979	-(2,108)	233,512	240,129	-(6,617)
Non Metallic Minerals	516	322	194	919	634	285	12,871	9,055	3,816
Petroleum Products	2,597	3,344	-(747)	4,909	6,068	-(1,159)	85,317	97,541	-(12,224)
Primary Forest Products	358	450	-(92)	712	920	-(208)	13,944	15,900	-(1,956)
Pulp, Paper and Allied Products	2,838	2,881	-(43)	5,636	5,664	-(28)	74,572	78,391	-(3,819)
Stone, Clay and Glass Products	2,994	2,855	139	5,448	5,639	-(191)	75,755	79,949	-(4,194)
Waste and Scrap Materials	823	996	-(173)	1,526	1,861	-(335)	24,144	22,211	1,933
<b>Total Merchandise</b>	<b>47,164</b>	<b>48,854</b>	<b>-(1,690)</b>	<b>88,953</b>	<b>92,051</b>	<b>-(3,098)</b>	<b>1,344,494</b>	<b>1,348,626</b>	<b>-(4,132)</b>
Container	69,607	66,124	3,483	128,735	126,170	2,565	1,932,125	1,859,993	72,132
Trailer	5,721	4,907	814	10,823	9,286	1,537	197,658	171,904	25,754
<b>Total Intermodal</b>	<b>75,328</b>	<b>71,031</b>	<b>4,297</b>	<b>139,558</b>	<b>135,456</b>	<b>4,102</b>	<b>2,129,783</b>	<b>2,031,897</b>	<b>97,886</b>
Coal	17,427	15,885	1,542	30,482	28,527	1,955	524,677	424,177	100,500
Coke	1,409	1,298	111	2,669	2,652	17	37,869	34,848	3,021
<b>Total Coal and Coke</b>	<b>18,836</b>	<b>17,183</b>	<b>1,653</b>	<b>33,151</b>	<b>31,179</b>	<b>1,972</b>	<b>562,546</b>	<b>459,025</b>	<b>103,521</b>
<b>Total Carloadings</b>	<b>141,328</b>	<b>137,068</b>	<b>4,260</b>	<b>261,662</b>	<b>258,686</b>	<b>2,976</b>	<b>4,036,823</b>	<b>3,839,548</b>	<b>197,275</b>

**Norfolk Southern Corporation**  
**Weekly Merchandise, Intermodal and Coal/Coke Car loadings**  
**Week 29 (Q3) From: 07-16-2017 To: 07-22-2017**  
Data Generated: Mon Jul 23 02:56:25 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	708	726	-(18)	2,012	2,764	-(752)	25,961	28,973	-(3,012)
Chemicals	7,661	7,738	-(77)	23,109	22,867	242	221,192	228,051	-(6,859)
Crushed Stone, Sand and Gravel	5,376	5,536	-(160)	15,416	14,742	674	129,738	117,538	12,200
Farm Products Ex Grain	124	193	-(69)	392	479	-(87)	4,547	4,899	-(352)
Food and Kindred Products	1,614	1,876	-(262)	4,856	5,123	-(267)	49,682	50,161	-(479)
Grain	3,452	3,708	-(256)	11,721	11,797	-(76)	108,509	104,416	4,093
Grain Mill Products	2,223	2,300	-(77)	7,288	7,130	158	72,762	72,798	-(36)
Iron and Steel Scrap	1,553	1,694	-(141)	4,093	4,463	-(370)	44,910	43,337	1,573
Lumber and Wood Products	963	908	55	2,673	2,845	-(172)	27,710	28,949	-(1,239)
Metallic Ores	97	78	19	261	255	6	2,800	2,643	157
Metals and Products	5,702	5,737	-(35)	16,584	16,315	269	166,041	154,179	11,862
Motor Vehicles and Equipment	5,995	6,529	-(534)	16,866	19,508	-(2,642)	239,507	246,658	-(7,151)
Non Metallic Minerals	315	356	-(41)	1,234	990	244	13,186	9,411	3,775
Petroleum Products	2,743	3,109	-(366)	7,652	9,177	-(1,525)	88,060	100,650	-(12,590)
Primary Forest Products	485	534	-(49)	1,197	1,454	-(257)	14,429	16,434	-(2,005)
Pulp, Paper and Allied Products	2,857	2,807	50	8,493	8,471	22	77,429	81,198	-(3,769)
Stone, Clay and Glass Products	2,676	3,106	-(430)	8,124	8,745	-(621)	78,431	83,055	-(4,624)
Waste and Scrap Materials	802	875	-(73)	2,328	2,736	-(408)	24,946	23,086	1,860
<b>Total Merchandise</b>	<b>45,346</b>	<b>47,810</b>	<b>-(2,464)</b>	<b>134,299</b>	<b>139,861</b>	<b>-(5,562)</b>	<b>1,389,840</b>	<b>1,396,436</b>	<b>-(6,596)</b>
Container	71,262	69,742	1,520	199,997	195,912	4,085	2,003,387	1,929,735	73,652
Trailer	6,846	6,306	540	17,669	15,592	2,077	204,504	178,210	26,294
<b>Total Intermodal</b>	<b>78,108</b>	<b>76,048</b>	<b>2,060</b>	<b>217,666</b>	<b>211,504</b>	<b>6,162</b>	<b>2,207,891</b>	<b>2,107,945</b>	<b>99,946</b>
Coal	18,245	17,092	1,153	48,727	45,619	3,108	542,922	441,269	101,653
Coke	1,540	1,681	-(141)	4,209	4,333	-(124)	39,409	36,529	2,880
<b>Total Coal and Coke</b>	<b>19,785</b>	<b>18,773</b>	<b>1,012</b>	<b>52,936</b>	<b>49,952</b>	<b>2,984</b>	<b>582,331</b>	<b>477,798</b>	<b>104,533</b>
<b>Total Carloadings</b>	<b>143,239</b>	<b>142,631</b>	<b>608</b>	<b>404,901</b>	<b>401,317</b>	<b>3,584</b>	<b>4,180,062</b>	<b>3,982,179</b>	<b>197,883</b>

**Norfolk Southern Corporation**  
**Weekly Merchandise, Intermodal and Coal/Coke Car loadings**  
**Week 30 (Q3) From: 07-23-2017 To: 07-29-2017**  
Data Generated: Mon Jul 23 02:56:26 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	873	941	-(68)	2,885	3,705	-(820)	26,834	29,914	-(3,080)
Chemicals	6,981	7,246	-(265)	30,090	30,113	-(23)	228,173	235,297	-(7,124)
Crushed Stone, Sand and Gravel	5,311	5,452	-(141)	20,727	20,194	533	135,049	122,990	12,059
Farm Products Ex Grain	143	161	-(18)	535	640	-(105)	4,690	5,060	-(370)
Food and Kindred Products	1,775	1,895	-(120)	6,631	7,018	-(387)	51,457	52,056	-(599)
Grain	3,725	3,612	113	15,446	15,409	37	112,234	108,028	4,206
Grain Mill Products	2,420	2,548	-(128)	9,708	9,678	30	75,182	75,346	-(164)
Iron and Steel Scrap	1,690	1,846	-(156)	5,783	6,309	-(526)	46,600	45,183	1,417
Lumber and Wood Products	902	1,029	-(127)	3,575	3,874	-(299)	28,612	29,978	-(1,366)
Metallic Ores	94	48	46	355	303	52	2,894	2,691	203
Metals and Products	5,799	5,429	370	22,383	21,744	639	171,840	159,608	12,232
Motor Vehicles and Equipment	7,106	7,576	-(470)	23,972	27,084	-(3,112)	246,613	254,234	-(7,621)
Non Metallic Minerals	377	348	29	1,611	1,338	273	13,563	9,759	3,804
Petroleum Products	2,686	3,435	-(749)	10,338	12,612	-(2,274)	90,746	104,085	-(13,339)
Primary Forest Products	597	585	12	1,794	2,039	-(245)	15,026	17,019	-(1,993)
Pulp, Paper and Allied Products	2,884	2,860	24	11,377	11,331	46	80,313	84,058	-(3,745)
Stone, Clay and Glass Products	2,939	2,843	96	11,063	11,588	-(525)	81,370	85,898	-(4,528)
Waste and Scrap Materials	922	960	-(38)	3,250	3,696	-(446)	25,868	24,046	1,822
<b>Total Merchandise</b>	<b>47,224</b>	<b>48,814</b>	<b>-(1,590)</b>	<b>181,523</b>	<b>188,675</b>	<b>-(7,152)</b>	<b>1,437,064</b>	<b>1,445,250</b>	<b>-(8,186)</b>
Container	74,145	68,832	5,313	274,142	264,744	9,398	2,077,532	1,998,567	78,965
Trailer	7,187	6,333	854	24,856	21,925	2,931	211,691	184,543	27,148
<b>Total Intermodal</b>	<b>81,332</b>	<b>75,165</b>	<b>6,167</b>	<b>298,998</b>	<b>286,669</b>	<b>12,329</b>	<b>2,289,223</b>	<b>2,183,110</b>	<b>106,113</b>
Coal	18,966	17,221	1,745	67,693	62,840	4,853	561,888	458,490	103,398
Coke	1,302	1,463	-(161)	5,511	5,796	-(285)	40,711	37,992	2,719
<b>Total Coal and Coke</b>	<b>20,268</b>	<b>18,684</b>	<b>1,584</b>	<b>73,204</b>	<b>68,636</b>	<b>4,568</b>	<b>602,599</b>	<b>496,482</b>	<b>106,117</b>
<b>Total Carloadings</b>	<b>148,824</b>	<b>142,663</b>	<b>6,161</b>	<b>553,725</b>	<b>543,980</b>	<b>9,745</b>	<b>4,328,886</b>	<b>4,124,842</b>	<b>204,044</b>